

Applicant's Exhibit #2

FRAZIER'S PAWN SHOP
922 N. QUEEN ST
MARTINSBURG, WV 25401
(304) 263-8511

Date: 03/06/2019 10:33:19 AM

Type	Buys	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
BICYCLES	0.00	0	0.00%	0.00	30.00	1	0.01%	30.00	60.00	1	66.67%	30.00	1	33.33%
BICYCLES BICYCLE	640.00	25	0.47%	25.60	920.00	31	0.29%	29.67	435.00	15	42.86%	580.00	20	57.14%
CAMERA EQUIPMENT	0.00	0	0.00%	0.00	20.00	3	0.01%	6.66	20.00	3	100.00%	0.00	0	0.00%
CAMERA EQUIPMENT CAMERA	270.00	4	0.20%	67.50	915.00	11	0.29%	83.18	570.00	10	55.34%	460.00	4	44.66%
CAMERA EQUIPMENT CAMERA BAG	15.00	1	0.01%	15.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
CAMERA EQUIPMENT FLASH	0.00	0	0.00%	0.00	0.00	3	0.00%	0.00	0.00	3	0.00%	0.00	0	0.00%
CAMERA EQUIPMENT GO PRO	0.00	0	0.00%	0.00	60.00	1	0.02%	60.00	60.00	1	100.00%	0.00	0	0.00%
CAMERA EQUIPMENT LENS	75.00	2	0.05%	37.50	250.00	8	0.08%	31.25	450.00	8	100.00%	0.00	0	0.00%
CAMERA EQUIPMENT THERMAL	0.00	0	0.00%	0.00	150.00	1	0.05%	150.00	150.00	1	100.00%	0.00	0	0.00%
CLOTHING	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
CLOTHING BELT BUCKLE	0.00	0	0.00%	0.00	2.50	1	0.00%	2.50	0.00	0	0.00%	2.50	1	100.00%
CLOTHING BIKER GLOVES	55.00	2	0.04%	27.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
CLOTHING BOOTS	20.00	1	0.01%	20.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
CLOTHING FOOTBALL JERSEY	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
CLOTHING HAT	6.00	1	0.00%	6.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
CLOTHING JERSEY	10.00	1	0.01%	10.00	320.00	5	0.10%	64.00	240.00	6	81.36%	55.00	1	18.64%
CLOTHING MENS JERSEY	15.00	1	0.01%	15.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
CLOTHING NFL JERSEY	15.00	1	0.01%	15.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
CLOTHING PURSE	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
CLOTHING SHOES	481.00	20	0.35%	24.05	336.92	12	0.11%	28.07	210.00	8	67.74%	100.00	3	32.26%
CLOTHING SUNGLASSES	40.00	2	0.03%	20.00	75.00	3	0.02%	25.00	35.00	1	46.67%	40.00	2	53.33%
CLOTHING VEST	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
CLOTHING WALLET	8.00	2	0.01%	4.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
COINS	43.00	3	0.03%	14.33	50.00	1	0.02%	50.00	0.00	0	0.00%	0.00	0	0.00%
COINS FOREIGN COIN(S)	7.00	1	0.01%	7.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
COINS GOLD COIN	1,600.00	2	1.17%	800.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
COINS PAPER MONEY	34.00	4	0.02%	8.50	50.00	2	0.02%	25.00	0.00	0	0.00%	0.00	1	0.00%
COINS US COIN(S)	1,012.25	41	0.74%	24.68	672.00	32	0.21%	21.00	632.50	29	83.01%	129.50	10	16.99%
COLLECTIBLES	32.00	1	0.02%	32.00	75.00	3	0.02%	25.00	50.00	2	100.00%	0.00	0	0.00%
COLLECTIBLES ACTION FIGURE	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
COLLECTIBLES BASKET	0.00	0	0.00%	0.00	40.00	1	0.01%	40.00	0.00	0	0.00%	40.00	1	100.00%

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COLLECTIBLES CARDS	0.00	0	0.00%	0.00	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	1	0.00%
COLLECTIBLES CARS	60.00	3	0.04%	20.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
COLLECTIBLES DECANTER	3.00	1	0.00%	3.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
COLLECTIBLES DIE CAST	82.50	7	0.06%	11.78	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
COLLECTIBLES FIGURINE	130.00	3	0.10%	43.33	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
COLLECTIBLES GIFT BANK	2.00	1	0.00%	2.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
COLLECTIBLES HELMET	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	25.00	1	100.00%
COLLECTIBLES KNIFE	43.00	7	0.03%	6.14	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	1	0.00%
COLLECTIBLES LIGHTER	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
COLLECTIBLES LONGERBERGER	0.00	0	0.00%	0.00	20.00	3	0.01%	6.66	0.00	0	0.00%	20.00	3	100.00%
COLLECTIBLES MODEL	12.50	1	0.01%	12.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
COLLECTIBLES MODEL CARS	17.50	2	0.01%	8.75	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
COLLECTIBLES MOTORCYCLE	15.00	1	0.01%	15.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
COLLECTIBLES NASCAR	50.00	1	0.04%	50.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
COLLECTIBLES PICTURE	20.00	1	0.01%	20.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
COLLECTIBLES SIGN	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
COLLECTIBLES SILVER BOWL	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
COLLECTIBLES SILVERWARE	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
COLLECTIBLES STAMPS	0.00	0	0.00%	0.00	52.00	1	0.02%	52.00	0.00	0	0.00%	52.00	1	100.00%
COLLECTIBLES TANK SET	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
COLLECTIBLES TRAIN	20.00	1	0.01%	20.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES AMMO	48.00	6	0.04%	8.00	22.00	3	0.01%	7.33	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES AMMO CLIP	20.00	2	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES AMMO	37.00	3	0.03%	12.33	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES AMMUNITION	3,717.00	260	2.73%	14.29	446.50	30	0.14%	14.88	123.50	17	27.23%	330.00	15	72.77%
DEFENSE ACCESSORIES AMMUNITION	20.00	2	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES AR BOLT	30.00	1	0.02%	30.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES AR	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES AR PARTS	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES AR-15	480.00	4	0.35%	120.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES BARREL	120.00	2	0.09%	60.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%

Analysis Report from 01/01/2018 to 12/31/2018
Part 4 of 5

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Type	Buy\$	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
DEFENSE ACCESSORIES BAYONETTE	150.00	3	0.11%	50.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES BODY	80.00	1	0.06%	80.00	50.00	1	0.02%	50.00	0.00	0	0.00%	50.00	1	100.00%
DEFENSE ACCESSORIES BUFFER	7.50	1	0.01%	7.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES BUTT STOCK	25.00	2	0.02%	12.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES CASE	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES CLEANING	15.00	3	0.01%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES CLIP	156.00	5	0.11%	31.20	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES GRIP	7.50	1	0.01%	7.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES GUN BAG	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES GUN CASE	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES GUN SAFE	35.00	1	0.03%	35.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES HEAT	40.00	1	0.03%	40.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES HOLSTER	121.00	14	0.09%	8.64	75.00	3	0.02%	25.00	0.00	0	0.00%	75.00	3	100.00%
DEFENSE ACCESSORIES HUNTING	40.00	1	0.03%	40.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES KEVLAR	30.00	1	0.02%	30.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES KNIFE	229.00	27	0.17%	8.48	203.50	19	0.06%	10.71	108.00	9	55.38%	87.00	10	44.62%
DEFENSE ACCESSORIES MAG	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES MAG POUCH	2.00	1	0.00%	2.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES MAGAZINE	743.00	39	0.54%	19.05	171.00	3	0.05%	57.00	0.00	0	0.00%	171.00	3	100.00%
DEFENSE ACCESSORIES	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES MULTI TOOL	10.00	5	0.01%	2.00	2.50	1	0.00%	2.50	5.00	2	100.00%	0.00	0	0.00%
DEFENSE ACCESSORIES MUZZLE	50.00	1	0.04%	50.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES PEPPER	0.00	0	0.00%	0.00	5.00	1	0.00%	5.00	0.00	0	0.00%	5.00	1	100.00%
DEFENSE ACCESSORIES PISTAL	0.00	0	0.00%	0.00	180.00	2	0.06%	90.00	180.00	2	100.00%	0.00	0	0.00%
DEFENSE ACCESSORIES RECOIL	40.00	1	0.03%	40.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES RED DOT	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES RELOAD	40.00	1	0.03%	40.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES RELOADER	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES RELOADING	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES RELOADING	100.00	3	0.07%	33.33	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES RELOADING	30.00	1	0.02%	30.00	110.00	4	0.03%	27.50	110.00	4	100.00%	0.00	0	0.00%

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DEFENSE ACCESSORIES SCALE	35.00	2	0.03%	17.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES SCOPE	650.00	8	0.48%	81.25	535.00	4	0.17%	133.75	300.00	1	56.07%	235.00	3	43.93%
DEFENSE ACCESSORIES SCOPE CAP	3.00	1	0.00%	3.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES SLING	5.00	2	0.00%	2.50	0.00	0	0.00%	0.00	2.81	1	100.00%	0.00	0	0.00%
DEFENSE ACCESSORIES STOCK	110.00	3	0.08%	36.66	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES SWORD	50.00	1	0.04%	50.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES TASER	50.00	1	0.04%	50.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES TRIGGER KIT	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
DEFENSE ACCESSORIES WRENCH	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	40.00	2	100.00%
ELECTRONICS 3D / BLU-RAY	0.00	0	0.00%	0.00	125.00	1	0.04%	125.00	125.00	1	100.00%	0.00	0	0.00%
ELECTRONICS 3D GLASSES	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS AIRPODS	70.00	1	0.05%	70.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS ALARM CLOCK	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS ALL IN 1 LAPTOP	0.00	0	0.00%	0.00	50.00	1	0.02%	50.00	50.00	1	100.00%	0.00	0	0.00%
ELECTRONICS ALL IN 1 PC	60.00	1	0.04%	60.00	375.00	5	0.12%	75.00	210.00	3	67.74%	100.00	1	32.26%
ELECTRONICS AM-FM-CD SHELF MOD.	15.00	1	0.01%	15.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS AM/FM BOX RADIO W/ C	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	19.69	1	100.00%	0.00	0	0.00%
ELECTRONICS AM/FM CD PLAYER	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	15.00	1	100.00%
ELECTRONICS AMPLIFIER	125.00	5	0.09%	25.00	220.00	6	0.07%	36.66	50.00	1	14.71%	290.00	7	85.29%
ELECTRONICS ANALONG PASS-THRU	3.00	1	0.00%	3.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS APPLE TV	55.00	1	0.04%	55.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS BABY MONITOR	0.00	0	0.00%	0.00	15.00	1	0.00%	15.00	0.00	0	0.00%	15.00	1	100.00%
ELECTRONICS BACK UP CAMERA	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS BATTERY BACKUP	2.00	1	0.00%	2.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS BLU RAY	0.00	0	0.00%	0.00	175.00	3	0.06%	58.33	175.00	3	100.00%	0.00	0	0.00%
ELECTRONICS BLU RAY DISC PLAYER	50.00	5	0.04%	10.00	183.00	12	0.06%	15.25	55.00	5	30.90%	123.00	6	69.10%
ELECTRONICS BLUETOOTH	117.50	10	0.09%	11.75	492.00	24	0.16%	20.50	213.00	8	40.88%	308.00	15	59.12%
ELECTRONICS BLUETOOTH	0.00	0	0.00%	0.00	110.00	4	0.03%	27.50	110.00	4	100.00%	0.00	0	0.00%
ELECTRONICS BOSE WAVE	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	100.00	1	100.00%	0.00	0	0.00%
ELECTRONICS CABLE MODEM	0.00	0	0.00%	0.00	30.00	1	0.01%	30.00	0.00	0	0.00%	0.00	0	0.00%

FRAZIER'S PAWN SHOP using PawnMaster®

FRAZIER'S PAWN SHOP
922 N. QUEEN ST
MARTINSBURG, WV 25401
(304) 263-8511

Date: 03/06/2019 10:33:19 AM

Type	Buys	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
ELECTRONICS CABLE TESTER	15.00	1	0.01%	15.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS CAMCORDER	70.00	1	0.05%	70.00	0.00	0	0.00%	0.00	0.00	0	0.00%	30.00	1	100.00%
ELECTRONICS CAMERA	0.00	0	0.00%	0.00	240.00	2	0.08%	120.00	140.00	1	84.85%	25.00	1	15.15%
ELECTRONICS CAR AMP	40.00	1	0.03%	40.00	50.00	1	0.02%	50.00	50.00	1	100.00%	0.00	0	0.00%
ELECTRONICS CAR AUDIO	4,512.00	139	3.31%	32.46	2,597.50	67	0.82%	38.76	360.00	11	14.78%	2,075.00	52	85.22%
ELECTRONICS CAR CD PLAYER	60.00	2	0.04%	30.00	0.00	0	0.00%	0.00	0.00	0	0.00%	50.00	2	100.00%
ELECTRONICS CAR DVD PLAYER	0.00	0	0.00%	0.00	30.00	1	0.01%	30.00	0.00	0	0.00%	30.00	1	100.00%
ELECTRONICS CB RADIO	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS CD PLAYER	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS CD RECORDER	0.00	0	0.00%	0.00	19.88	1	0.01%	19.88	30.00	1	100.00%	0.00	0	0.00%
ELECTRONICS CD/DVD	45.00	1	0.03%	45.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS CHARGER	9.00	3	0.01%	3.00	10.00	1	0.00%	10.00	0.00	0	0.00%	10.00	1	100.00%
ELECTRONICS COMPONET SYSTEM	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	80.00	1	100.00%
ELECTRONICS COMPUTER KEYBOARD	0.00	0	0.00%	0.00	10.00	1	0.00%	10.00	0.00	0	0.00%	10.00	1	100.00%
ELECTRONICS COMPUTER MOUSE	17.00	2	0.01%	8.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS COMPUTER SYSTEM	0.00	0	0.00%	0.00	290.00	3	0.09%	96.66	180.00	2	51.43%	170.00	2	48.57%
ELECTRONICS COMPUTER TOWER	235.00	1	0.17%	235.00	200.00	1	0.06%	200.00	200.00	1	100.00%	0.00	0	0.00%
ELECTRONICS CONDITIONER	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	30.00	1	100.00%
ELECTRONICS CONTROLLER	0.00	0	0.00%	0.00	25.00	1	0.01%	25.00	20.00	1	36.36%	35.00	2	63.64%
ELECTRONICS CORDS	2.00	1	0.00%	2.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS DIGITAL CAMCORDER	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS DIGITAL CAMERA	0.00	0	0.00%	0.00	105.00	2	0.03%	52.50	105.00	2	100.00%	0.00	0	0.00%
ELECTRONICS DJ AMP	0.00	0	0.00%	0.00	175.00	2	0.06%	87.50	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS DJ COMPRESSOR	0.00	0	0.00%	0.00	80.00	2	0.03%	40.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS DJ EQUIPMENT	0.00	0	0.00%	0.00	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	1	0.00%
ELECTRONICS DJ FX MACHINE	0.00	0	0.00%	0.00	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	1	0.00%
ELECTRONICS DJ KEYBOARD	0.00	0	0.00%	0.00	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	1	0.00%
ELECTRONICS DJ MIXER	0.00	0	0.00%	0.00	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	1	0.00%
ELECTRONICS DJ TURNTABLE	200.00	1	0.15%	200.00	35.00	1	0.01%	35.00	0.00	0	0.00%	35.00	1	100.00%
ELECTRONICS DOCK	180.00	1	0.13%	180.00	225.00	1	0.07%	225.00	0.00	0	0.00%	225.00	1	100.00%
ELECTRONICS DRONE	460.00	3	0.34%	153.33	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
					1,107.50	7	0.35%	158.21	1,110.00	7	92.50%	90.00	2	7.50%

FRAZIER'S PAWN SHOP using PawnMaster®

Analysis Report from 01/01/2018 to 12/31/2018

Part 4 of 5

FRAZIER'S PAWN SHOP
922 N. QUEEN ST
MARTINSBURG, WV 25401
(304) 263-8511

Date: 03/06/2019 10:33:19 AM

Type	Buy\$	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
ELECTRONICS DVD	20.00	2	0.01%	10.00	40.00	3	0.01%	13.33	20.00	2	50.00%	20.00	1	50.00%
ELECTRONICS DVD PLAYER	88.00	12	0.06%	7.33	102.00	10	0.03%	10.20	20.00	2	24.39%	62.00	6	75.61%
ELECTRONICS DVD PORTABLE	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	20.00	1	100.00%
ELECTRONICS DVD/VCR COMBO	50.00	4	0.04%	12.50	0.00	0	0.00%	0.00	15.00	1	100.00%	0.00	0	0.00%
ELECTRONICS DVD/VCR RECORDER	0.00	0	0.00%	0.00	20.00	1	0.01%	20.00	0.00	0	0.00%	60.00	2	100.00%
ELECTRONICS EAR BUDS	27.00	3	0.02%	9.00	5.00	1	0.00%	5.00	5.00	1	100.00%	0.00	0	0.00%
ELECTRONICS FABRIC PRESS	0.00	0	0.00%	0.00	30.00	1	0.01%	30.00	0.00	0	0.00%	30.00	1	100.00%
ELECTRONICS FACEBOOK PORTAL+	0.00	0	0.00%	0.00	150.00	1	0.05%	150.00	150.00	1	100.00%	0.00	0	0.00%
ELECTRONICS FAKE SECURITY CAM	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS FARAD CAP	10.00	1	0.01%	10.00	10.00	1	0.00%	10.00	0.00	0	0.00%	10.00	1	100.00%
ELECTRONICS FIRESTICK	67.50	3	0.05%	22.50	12.00	1	0.00%	12.00	12.00	1	100.00%	0.00	0	0.00%
ELECTRONICS FLASH DRIVE	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS FLASHLIGHT	15.00	3	0.01%	5.00	3.00	1	0.00%	3.00	0.00	0	0.00%	3.00	1	100.00%
ELECTRONICS FOOT PEDAL	0.00	0	0.00%	0.00	60.00	3	0.02%	20.00	40.00	2	66.67%	20.00	1	33.33%
ELECTRONICS GOGGLES	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	1	0.00%	0.00	0	0.00%
ELECTRONICS GPS	195.00	3	0.14%	65.00	115.00	5	0.04%	23.00	25.00	1	21.74%	90.00	4	78.26%
ELECTRONICS GROW LIGHTS	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	100.00	1	100.00%
ELECTRONICS GUITAR SYSTEM	20.00	1	0.01%	20.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS HARD DRIVE	10.00	1	0.01%	10.00	14.58	1	0.00%	14.58	14.58	1	100.00%	0.00	0	0.00%
ELECTRONICS HDMI CORD	3.00	2	0.00%	1.50	1.00	1	0.00%	1.00	0.00	0	0.00%	1.00	1	100.00%
ELECTRONICS HDTV ANTENNA	30.00	1	0.02%	30.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS HEADPHONES	101.00	7	0.07%	14.42	525.00	11	0.17%	47.72	320.00	7	48.48%	340.00	10	51.52%
ELECTRONICS HEADSET	100.00	5	0.07%	20.00	100.00	3	0.03%	33.33	0.00	0	0.00%	125.00	4	100.00%
ELECTRONICS HEATER	35.00	2	0.03%	17.50	0.00	0	0.00%	0.00	0.00	0	0.00%	60.00	2	100.00%
ELECTRONICS HOVER BOARD	115.00	2	0.08%	57.50	215.00	4	0.07%	53.75	0.00	0	0.00%	315.00	5	100.00%
ELECTRONICS IMAGE CARD	0.00	0	0.00%	0.00	35.00	1	0.01%	35.00	0.00	0	0.00%	35.00	1	100.00%
ELECTRONICS IPAD	380.00	2	0.28%	190.00	246.54	6	0.08%	41.09	215.00	4	59.72%	145.00	3	40.28%
ELECTRONICS IPAD 2	25.00	1	0.02%	25.00	30.00	1	0.01%	30.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS IPAD AIR	0.00	0	0.00%	0.00	70.00	1	0.02%	70.00	70.00	1	100.00%	0.00	0	0.00%
ELECTRONICS IPAD AIR 2	0.00	0	0.00%	0.00	125.00	1	0.04%	125.00	250.00	2	100.00%	0.00	0	0.00%
ELECTRONICS IPHONE	2,425.00	10	1.78%	242.50	1,480.00	13	0.47%	113.84	850.00	7	57.43%	630.00	6	42.57%

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FRAZIER'S PAWN SHOP using PawnMaster®

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MARTINSBURG, WV 25401
(304) 263-8511

Date: 03/06/2019 10:33:19 AM

Type	Buys	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
ELECTRONICS IPOD	10.00	2	0.01%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS IPOD TOUCH	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	50.00	1	100.00%
ELECTRONICS JUMP BOX	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	10.00	1	100.00%
ELECTRONICS KEYBOARD	65.00	3	0.05%	21.66	90.00	2	0.03%	45.00	90.00	2	100.00%	0.00	0	0.00%
ELECTRONICS KINDLE	0.00	0	0.00%	0.00	40.00	4	0.01%	10.00	40.00	4	100.00%	0.00	0	0.00%
ELECTRONICS LAPTOP	920.00	8	0.67%	115.00	7,856.74	98	2.49%	80.17	6,355.20	78	71.81%	2,495.00	28	28.19%
ELECTRONICS MACBOOK AIR	0.00	0	0.00%	0.00	725.00	2	0.23%	362.50	350.00	1	48.28%	375.00	1	51.72%
ELECTRONICS MEDIA PLAYER	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	25.00	1	100.00%
ELECTRONICS MICROPHONE	18.00	3	0.01%	6.00	60.00	2	0.02%	30.00	0.00	0	0.00%	60.00	2	100.00%
ELECTRONICS MICROWAVE	20.00	1	0.01%	20.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS MIXER	0.00	0	0.00%	0.00	300.00	1	0.10%	300.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS NANO PAD	0.00	0	0.00%	0.00	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	1	0.00%
ELECTRONICS OPEN SIGN	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS PA SYSTEM	0.00	0	0.00%	0.00	180.00	2	0.06%	90.00	60.00	1	33.33%	120.00	1	66.67%
ELECTRONICS PA. SPKRS	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS PAPER SHREDDER	8.00	1	0.01%	8.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS PC	75.00	1	0.05%	75.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS PC / ACC.	30.00	1	0.02%	30.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS PC. GRAPHICS CARD	30.00	1	0.02%	30.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS PHONE	960.00	15	0.70%	64.00	3,444.00	40	1.09%	86.10	2,215.00	23	64.69%	1,209.00	17	35.31%
ELECTRONICS PHONE CHARGER	9.00	2	0.01%	4.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS PICTURE FRAME	0.00	0	0.00%	0.00	5.00	1	0.00%	5.00	0.00	0	0.00%	5.00	1	100.00%
ELECTRONICS PORTABLE DVD	115.00	8	0.08%	14.37	46.00	4	0.01%	11.50	51.00	4	59.30%	35.00	2	40.70%
ELECTRONICS PORTABLE SOUND SYS	0.00	0	0.00%	0.00	75.00	1	0.02%	75.00	0.00	0	0.00%	75.00	1	100.00%
ELECTRONICS PORTABLE THEATER	0.00	0	0.00%	0.00	60.00	1	0.02%	60.00	0.00	0	0.00%	60.00	1	100.00%
ELECTRONICS POWER INVERTER	10.00	1	0.01%	10.00	8.00	1	0.00%	8.00	8.00	1	100.00%	0.00	0	0.00%
ELECTRONICS POWER WHEELS	40.00	1	0.03%	40.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS RADAR DETECTOR	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	20.00	1	100.00%
ELECTRONICS RADIO	20.00	3	0.01%	6.66	245.00	5	0.08%	49.00	235.00	4	95.92%	10.00	1	4.08%
ELECTRONICS RANGE CORD	7.00	2	0.01%	3.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS RC CAR	40.00	1	0.03%	40.00	200.00	2	0.06%	100.00	0.00	0	0.00%	200.00	2	100.00%

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Date: 03/06/2019 10:33:19 AM

Type	Buy	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
ELECTRONICS RECEIVER	140.00	5	0.10%	28.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS RF MODULATOR	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS SATELLITE RADIO	30.00	3	0.02%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS SCANNER	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS SCOOTER	165.00	2	0.12%	82.50	50.00	1	0.02%	50.00	50.00	1	66.67%	25.00	1	33.33%
ELECTRONICS SECURITY	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS SECURITY CAMERA	25.00	1	0.02%	25.00	30.00	2	0.01%	15.00	15.00	1	100.00%	0.00	0	0.00%
ELECTRONICS SECURITY SYSTEM	65.00	2	0.05%	32.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS SMART PHONE	1,000.00	16	0.73%	62.50	2,147.00	23	0.68%	93.34	1,397.00	16	46.69%	1,595.00	10	53.31%
ELECTRONICS SMART TV	160.00	1	0.12%	160.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS SMART TV BOX	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS SMART WATCH	80.00	3	0.06%	26.66	365.00	6	0.12%	60.83	355.00	5	100.00%	0.00	0	0.00%
ELECTRONICS SMART-UPS	75.00	1	0.05%	75.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS SOUND BAR	75.00	3	0.05%	25.00	125.00	3	0.04%	41.66	30.00	1	18.75%	130.00	3	81.25%
ELECTRONICS SOUND PLATE	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	75.00	1	100.00%	0.00	0	0.00%
ELECTRONICS SOUND PROCESSOR	0.00	0	0.00%	0.00	110.00	7	0.03%	15.71	110.00	7	100.00%	0.00	0	0.00%
ELECTRONICS SOUNDBAR	107.00	3	0.08%	35.66	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS SPEAKER	299.50	9	0.22%	33.27	250.00	8	0.08%	31.25	15.00	1	6.38%	220.00	8	93.62%
ELECTRONICS SPEAKER BOX	140.00	4	0.10%	35.00	0.00	0	0.00%	0.00	0.00	0	0.00%	15.00	1	100.00%
ELECTRONICS SPEAKER SYSTEM	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS STEREO-PERSONAL	0.00	0	0.00%	0.00	805.00	8	0.26%	100.62	860.00	6	81.90%	190.00	2	18.10%
ELECTRONICS SUBWOOFER	80.00	2	0.06%	40.00	40.00	2	0.01%	20.00	0.00	0	0.00%	40.00	2	100.00%
ELECTRONICS SURR SUB WOOFER	145.00	4	0.11%	36.25	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS SURR. REC	60.00	3	0.04%	20.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS SURR/ MONO/ AMP	15.00	1	0.01%	15.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS SURROUND RECEIVER	45.00	1	0.03%	45.00	0.00	0	0.00%	0.00	0.00	0	0.00%	45.00	1	100.00%
ELECTRONICS SURROUND SOUND	105.00	2	0.08%	52.50	135.00	3	0.04%	45.00	0.00	0	0.00%	190.00	3	100.00%
ELECTRONICS SURROUND SOUND	175.00	5	0.13%	35.00	50.00	1	0.02%	50.00	50.00	1	100.00%	0.00	0	0.00%
ELECTRONICS SURROUND SOUND	303.00	11	0.22%	27.54	1,470.00	30	0.47%	49.00	850.00	25	68.55%	390.00	6	31.45%
ELECTRONICS TABLET	0.00	0	0.00%	0.00	20.00	1	0.01%	20.00	0.00	0	0.00%	20.00	1	100.00%
ELECTRONICS TOYS	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%

Analysis Report from 01/01/2018 to 12/31/2018
Part 4 of 5

FRAZIER'S PAWN SHOP
922 N. QUEEN ST
MARTINSBURG, WV 25401
(304) 263-8511

Date: 03/06/2019 10:33:19 AM

Type	Buys	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
ELECTRONICS TV	1,300.00	31	0.95%	41.93	14,822.50	216	4.71%	68.62	9,950.00	137	64.11%	5,570.00	90	35.89%
ELECTRONICS TV (LED)	80.00	2	0.06%	40.00	510.00	5	0.16%	102.00	190.00	3	66.67%	95.00	1	33.33%
ELECTRONICS TV STREAMING DEVICE	0.00	0	0.00%	0.00	12.00	1	0.00%	12.00	12.00	1	100.00%	0.00	0	0.00%
ELECTRONICS TV/LED	140.00	1	0.10%	140.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS VCR	45.00	5	0.03%	9.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS VIRUTAL REALITY	7.50	1	0.01%	7.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS WATCH	55.00	2	0.04%	27.50	199.40	4	0.06%	49.85	300.00	4	60.00%	200.00	3	40.00%
ELECTRONICS WHEELCHAIR	100.00	1	0.07%	100.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
ELECTRONICS WIRELESS ROUTER	0.00	0	0.00%	0.00	40.00	1	0.01%	40.00	0.00	0	0.00%	0.00	0	0.00%
FIREARM BLACK POWDER	365.00	6	0.27%	60.83	490.00	5	0.16%	98.00	290.00	2	79.45%	75.00	1	20.55%
FIREARM FLINTLOCK RIFLE	0.00	0	0.00%	0.00	100.00	1	0.03%	100.00	100.00	1	100.00%	0.00	0	0.00%
FIREARM PISTOL	25,907.06	113	18.99%	229.26	26,225.71	154	8.33%	170.29	15,100.37	92	58.40%	10,756.25	59	41.60%
FIREARM REVOLVER	5,098.01	25	3.74%	203.92	4,725.00	26	1.50%	181.73	5,005.00	27	65.47%	2,640.00	13	34.53%
FIREARM RIFLE	18,428.56	86	13.51%	214.28	33,132.78	172	10.52%	192.63	21,299.18	114	66.15%	10,900.00	59	33.85%
FIREARM SHOTGUN	4,370.00	20	3.20%	218.50	3,845.42	35	1.22%	109.86	2,677.50	24	56.88%	2,030.00	19	43.12%
GAMES	48.00	7	0.04%	6.85	25.00	1	0.01%	25.00	7.00	1	100.00%	0.00	0	0.00%
GAMES 2DS	0.00	0	0.00%	0.00	115.00	4	0.04%	28.75	50.00	1	43.48%	65.00	3	56.52%
GAMES 360 GAME	10.00	3	0.01%	3.33	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES 360 WIRELESS ADAPTER	20.50	2	0.02%	10.25	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES 3DS	9.00	1	0.01%	9.00	360.00	10	0.11%	36.00	275.00	7	82.09%	60.00	2	17.91%
GAMES 3DS GAME	23.00	1	0.02%	23.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES 3DS GAMES	15.00	1	0.01%	15.00	35.00	3	0.01%	11.66	25.00	2	71.43%	10.00	1	28.57%
GAMES 3DS XL	0.00	0	0.00%	0.00	65.00	2	0.02%	32.50	65.00	2	100.00%	0.00	0	0.00%
GAMES ANTIQUE	20.00	1	0.01%	20.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES ATARI	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES CHESS SET	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES COMPUTER GAMES	0.00	0	0.00%	0.00	0.00	1	0.00%	0.00	0.00	1	0.00%	0.00	0	0.00%
GAMES CONTROLLER	80.00	7	0.06%	11.42	105.00	4	0.03%	26.25	125.00	4	73.53%	45.00	2	26.47%
GAMES DREAMCAST	40.00	1	0.03%	40.00	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	1	0.00%
GAMES DREAMCAST DISK	31.00	2	0.02%	15.50	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	1	0.00%
GAMES DS GAMES	29.00	5	0.02%	5.80	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%

Buy 5
38.14

PAWN
21576

Analysis Report from 01/01/2018 to 12/31/2018
Part 4 of 5

FRAZIER'S PAWN SHOP
922 N. QUEEN ST
MARTINSBURG, WV 25401
(304) 263-8511

Date: 03/06/2019 10:33:19 AM

Type	Buys	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
GAMES DS I	80.00	5	0.06%	16.00	20.00	1	0.01%	20.00	0.00	0	0.00%	0.00	0	0.00%
GAMES DS I XL	40.00	1	0.03%	40.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES DS LITE	19.00	2	0.01%	9.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES GAMEBOY ADV.	15.00	1	0.01%	15.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES GAMEBOY ADV. GAME	7.50	3	0.01%	2.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES GAMEBOY ADV. SP	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES GAMEBOY COLOR	7.50	1	0.01%	7.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES GAMEBOY GAMES	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES GAMECUBE	41.00	2	0.03%	20.50	15.00	1	0.00%	15.00	0.00	0	0.00%	15.00	1	100.00%
GAMES GAMECUBE CONTROLLER	10.00	2	0.01%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES GAMECUBE GAME	40.00	3	0.03%	13.33	100.00	1	0.03%	100.00	0.00	0	0.00%	100.00	1	100.00%
GAMES GAMEPAD	0.00	0	0.00%	0.00	15.00	1	0.00%	15.00	0.00	0	0.00%	15.00	1	100.00%
GAMES HANDHELD	15.00	3	0.01%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES HARD DRIVE	4.00	1	0.00%	4.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES HEAD SET	57.00	5	0.04%	11.40	20.00	1	0.01%	20.00	20.00	1	100.00%	0.00	0	0.00%
GAMES MOD PACK	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES MY ARCADE	10.00	2	0.01%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES N64	30.00	1	0.02%	30.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES N64 CARTRIDGE	20.00	1	0.01%	20.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES NES CON	3.00	1	0.00%	3.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES NES GAMES	45.00	5	0.03%	9.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES NES MINI	0.00	0	0.00%	0.00	25.00	1	0.01%	25.00	0.00	0	0.00%	0.00	0	0.00%
GAMES NEW 2DS XL	45.00	1	0.03%	45.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES NINTENDO	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES NINTENDO 3DS	0.00	0	0.00%	0.00	24.25	1	0.01%	24.25	24.25	1	100.00%	0.00	0	0.00%
GAMES NINTENDO 3DS XL	0.00	0	0.00%	0.00	40.00	1	0.01%	40.00	40.00	1	100.00%	0.00	0	0.00%
GAMES NINTENDO 64	75.00	2	0.05%	37.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES NINTENDO DS	7.50	1	0.01%	7.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES NINTENDO DS GAME	6.00	1	0.00%	6.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES NINTENDO DS LITE	20.00	1	0.01%	20.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES NINTENDO GAMES	60.00	1	0.04%	60.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%

FRAZIER'S PAWN SHOP using PawnMaster®

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Part 4 of 5

FRAZIER'S PAWN SHOP
922 N. QUEEN ST
MARTINSBURG, WV 25401
(304) 263-8511

Date: 03/06/2019 10:33:19 AM

Type	Buys	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
GAMES NINTENDO SWITCH	33.00	2	0.02%	16.50	1,313.32	13	0.42%	101.02	920.00	9	89.32%	110.00	1	10.68%
GAMES NINTENDO SWITCH GAME	48.00	2	0.04%	24.00	239.28	7	0.08%	34.18	160.00	5	78.05%	45.00	2	21.95%
GAMES NINTENDO SWITCH WHEEL	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES NINTENDO WII	0.00	0	0.00%	0.00	15.00	1	0.00%	15.00	0.00	0	0.00%	15.00	1	100.00%
GAMES NINTENDO WII GAME	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES NUN CHUCK	0.00	0	0.00%	0.00	3.00	1	0.00%	3.00	0.00	0	0.00%	0.00	0	0.00%
GAMES OZOBOT	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES PC GAMES	37.50	7	0.03%	5.35	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES PLAYSTATION	50.00	3	0.04%	16.66	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES PLAYSTATION 2	163.50	6	0.12%	27.25	75.00	4	0.02%	18.75	15.00	1	14.29%	90.00	4	85.71%
GAMES PLAYSTATION 3	375.00	7	0.27%	53.57	750.00	15	0.24%	50.00	340.00	6	52.31%	310.00	7	47.69%
GAMES PS 1 DISC	100.50	9	0.07%	11.16	20.00	2	0.01%	10.00	20.00	1	100.00%	0.00	1	0.00%
GAMES PS 2	40.00	2	0.03%	20.00	10.00	1	0.00%	10.00	0.00	0	0.00%	10.00	1	100.00%
GAMES PS 3 CONTROLLER	35.00	4	0.03%	8.75	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES PS ONE	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES PS VITA DISK	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES PS1 CON	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES PS2 DISK	200.31	27	0.15%	7.41	0.00	2	0.00%	0.00	0.00	1	0.00%	24.00	2	100.00%
GAMES PS2 GAMES	60.50	3	0.04%	20.16	0.00	0	0.00%	0.00	0.00	0	0.00%	40.00	1	100.00%
GAMES PS2 MEM CARD	2.00	1	0.00%	2.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES PS3	105.00	2	0.08%	52.50	158.50	4	0.05%	39.62	0.00	0	0.00%	98.50	4	100.00%
GAMES PS3 CONTROLLER	15.00	1	0.01%	15.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES PS3 DISK	224.92	33	0.16%	6.81	41.00	5	0.01%	8.20	10.00	1	24.39%	31.00	4	75.61%
GAMES PS4	928.00	9	0.68%	103.11	11,105.41	108	3.53%	102.82	5,995.72	66	56.71%	4,576.25	42	43.29%
GAMES PS4 CHARGING STATION	11.00	2	0.01%	5.50	20.00	2	0.01%	10.00	20.00	2	100.00%	0.00	0	0.00%
GAMES PS4 CONTROLLER	195.00	11	0.14%	17.72	270.00	14	0.09%	19.28	180.00	9	72.00%	70.00	4	28.00%
GAMES PS4 DISC	428.50	31	0.31%	13.82	932.26	37	0.30%	25.19	423.76	18	44.55%	527.50	20	55.45%
GAMES PS4 GAME	110.50	8	0.08%	13.81	28.00	2	0.01%	14.00	0.00	0	0.00%	28.00	2	100.00%
GAMES PS4 HEADSET	0.00	0	0.00%	0.00	30.00	1	0.01%	30.00	30.00	1	100.00%	0.00	0	0.00%
GAMES PSP DISKS	1.00	1	0.00%	1.00	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	1	0.00%
GAMES PSP GAMES	32.50	3	0.02%	10.83	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%

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Date: 03/06/2019 10:33:19 AM

Type	Buy	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
GAMES PSP VITA GAMES	0.00	0	0.00%	0.00	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	1	0.00%
GAMES PSVITA	50.00	1	0.04%	50.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES SEGA 32X GAME	3.00	1	0.00%	3.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES SEGA CD DISC	2.00	1	0.00%	2.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES SEGA GENESIS	42.00	1	0.03%	42.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES SEGA SATURN	0.00	0	0.00%	0.00	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	1	0.00%
GAMES SEGA SATURN GAME	0.00	0	0.00%	0.00	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	1	0.00%
GAMES SLIM PS2 PWR CORD	3.00	1	0.00%	3.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES SNES CART.	7.00	2	0.01%	3.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES SUPER NES MINI	20.00	1	0.01%	20.00	145.00	4	0.05%	36.25	105.00	3	72.41%	40.00	1	27.59%
GAMES SUPER NINTENDO GAMES	24.50	2	0.02%	12.25	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES Wii	354.50	12	0.26%	29.54	20.00	1	0.01%	20.00	30.00	1	42.86%	40.00	2	57.14%
GAMES Wii CONTROLLER	57.50	8	0.04%	7.18	6.00	1	0.00%	6.00	6.00	1	100.00%	0.00	0	0.00%
GAMES Wii DISK	88.00	15	0.06%	5.86	8.00	2	0.00%	4.00	2.00	1	11.11%	16.00	2	88.89%
GAMES Wii GAMES	13.00	2	0.01%	6.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES Wii SWITCH	0.00	0	0.00%	0.00	280.00	2	0.09%	140.00	120.00	1	100.00%	0.00	0	0.00%
GAMES Wii SWITCH CONTROLLER	0.00	0	0.00%	0.00	40.00	1	0.01%	40.00	0.00	0	0.00%	40.00	1	100.00%
GAMES Wii U	100.00	2	0.07%	50.00	265.00	5	0.08%	53.00	200.00	4	86.96%	30.00	1	13.04%
GAMES Wii U CONTROLLER	27.50	3	0.02%	9.16	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES Wii U DISK	27.00	2	0.02%	13.50	35.00	3	0.01%	11.66	33.00	2	60.00%	22.00	2	40.00%
GAMES X BOX 360 DISK	199.50	17	0.15%	11.73	66.00	4	0.02%	16.50	18.00	2	27.27%	48.00	2	72.73%
GAMES X-BOX CONTROLLER	11.75	3	0.01%	3.91	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES XBOX	119.00	7	0.09%	17.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES XBOX 360	525.00	16	0.38%	32.81	386.00	12	0.12%	32.16	141.00	5	45.63%	168.00	6	54.37%
GAMES XBOX 360 CONTROLLER	244.00	26	0.18%	9.38	133.50	12	0.04%	11.12	59.50	5	50.21%	59.00	7	49.79%
GAMES XBOX 360 CORDS	20.00	3	0.01%	6.66	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES XBOX 360 DISK	178.25	32	0.13%	5.57	34.00	3	0.01%	11.33	0.00	0	0.00%	34.00	3	100.00%
GAMES XBOX 360 HARD DRIVE	15.00	3	0.01%	5.00	10.00	1	0.00%	10.00	0.00	0	0.00%	10.00	1	100.00%
GAMES XBOX 360 KINECT	10.00	2	0.01%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES XBOX 360 WIRELESS	14.00	3	0.01%	4.66	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES XBOX CONTROLLER	2.00	1	0.00%	2.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%

FRAZIER'S PAWN SHOP using PawnMaster®

Analysis Report from 01/01/2018 to 12/31/2018
Part 4 of 5

FRAZIER'S PAWN SHOP
922 N. QUEEN ST
MARTINSBURG, WV 25401
(304) 263-8511

Date: 03/06/2019 10:33:19 AM

Type	Buys	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
GAMES XBOX DISC	20.50	5	0.02%	4.10	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	1	0.00%
GAMES XBOX DISK	27.50	5	0.02%	5.50	5.00	2	0.00%	2.50	0.00	0	0.00%	5.00	2	100.00%
GAMES XBOX ONE	829.70	9	0.61%	92.18	6,070.00	68	1.93%	89.26	4,860.00	54	76.42%	1,500.00	18	23.58%
GAMES XBOX ONE CONTROLLER	212.33	10	0.16%	21.23	175.00	7	0.06%	25.00	45.00	2	25.00%	135.00	6	75.00%
GAMES XBOX ONE DISC	413.00	36	0.30%	11.47	283.00	16	0.09%	17.68	188.00	8	54.34%	158.00	13	45.66%
GAMES XBOX ONE GAME	36.50	4	0.03%	9.12	20.00	1	0.01%	20.00	0.00	0	0.00%	20.00	1	100.00%
GAMES XBOX ONE KINECT	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES XBOX ONE S	400.00	4	0.29%	100.00	650.00	7	0.21%	92.85	650.00	7	86.67%	100.00	1	13.33%
GAMES XBOX ONE X	0.00	0	0.00%	0.00	250.00	2	0.08%	125.00	150.00	1	100.00%	0.00	0	0.00%
GAMES XBOX360 CONTROLLER	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES XBOXONE	200.00	2	0.15%	100.00	795.00	8	0.25%	99.37	565.00	6	84.96%	100.00	1	15.04%
GAMES XBOXONE CHARGE STATI	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES XBOXONE HEADSET	74.00	4	0.05%	18.50	30.00	1	0.01%	30.00	0.00	0	0.00%	0.00	0	0.00%
GAMES XBOXONE S	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
GAMES XBOX ONE X	0.00	0	0.00%	0.00	635.00	4	0.20%	158.75	275.00	2	57.89%	100.00	1	52.63%
HOUSEHOLD G.FOREMAN GRILL	0.00	0	0.00%	0.00	8.00	1	0.00%	8.00	8.00	1	100.00%	0.00	0	0.00%
HOUSEHOLD APPLIANCES AIR	925.00	30	0.68%	30.83	870.00	24	0.28%	36.25	335.00	8	36.61%	580.00	17	63.39%
HOUSEHOLD APPLIANCES COFFEE	60.00	2	0.04%	30.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
HOUSEHOLD APPLIANCES COOLER	90.00	1	0.07%	90.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
HOUSEHOLD APPLIANCES DEEP	65.00	2	0.05%	32.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
HOUSEHOLD APPLIANCES HEATER	90.00	3	0.07%	30.00	25.00	1	0.01%	25.00	25.00	1	100.00%	0.00	0	0.00%
HOUSEHOLD APPLIANCES KEROSENE	20.00	1	0.01%	20.00	35.00	1	0.01%	35.00	0.00	0	0.00%	35.00	1	100.00%
HOUSEHOLD APPLIANCES	15.00	1	0.01%	15.00	37.00	2	0.01%	18.50	25.00	1	67.57%	12.00	1	32.43%
HOUSEHOLD APPLIANCES MINI	15.00	1	0.01%	15.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
HOUSEHOLD APPLIANCES MIXER	60.00	1	0.04%	60.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
HOUSEHOLD APPLIANCES	65.00	3	0.05%	21.66	60.00	2	0.02%	30.00	35.00	1	58.33%	25.00	1	41.67%
HOUSEHOLD APPLIANCES SHAMPOOR	0.00	0	0.00%	0.00	155.00	2	0.05%	77.50	80.00	1	100.00%	0.00	0	0.00%
HOUSEHOLD APPLIANCES SHOP VAC	0.00	0	0.00%	0.00	20.00	1	0.01%	20.00	20.00	1	100.00%	0.00	0	0.00%
HOUSEHOLD APPLIANCES VACUUM	160.00	3	0.12%	53.33	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
HOUSEHOLD APPLIANCES	200.00	1	0.15%	200.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
HOUSEHOLD APPLIANCES WINE	15.00	1	0.01%	15.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%

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(304) 263-8511

Date: 03/06/2019 10:33:19 AM

Type	Buys	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
HOUSEHOLD BLENDER	0.00	0	0.00%	0.00	85.00	2	0.03%	42.50	85.00	2	100.00%	0.00	0	0.00%
HOUSEHOLD CHAIR	10.00	2	0.01%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
HOUSEHOLD CLOCK	10.00	1	0.01%	10.00	25.00	1	0.01%	25.00	50.00	2	100.00%	0.00	0	0.00%
HOUSEHOLD CROCK POT	45.00	2	0.03%	22.50	8.75	1	0.00%	8.75	0.00	0	0.00%	0.00	0	0.00%
HOUSEHOLD DEADBOLT	30.00	1	0.02%	30.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
HOUSEHOLD FAN	10.00	1	0.01%	10.00	40.00	1	0.01%	40.00	0.00	0	0.00%	40.00	1	100.00%
HOUSEHOLD FAUCET	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
HOUSEHOLD FLOODLIGHT	0.00	0	0.00%	0.00	100.00	1	0.03%	100.00	0.00	0	0.00%	100.00	1	100.00%
HOUSEHOLD GARBAGE DISPOSAL	30.00	1	0.02%	30.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
HOUSEHOLD HEATER	286.00	16	0.21%	17.87	205.00	7	0.07%	29.28	65.00	3	25.00%	195.00	6	75.00%
HOUSEHOLD KNIFE SET	3.50	1	0.00%	3.50	40.00	1	0.01%	40.00	0.00	0	0.00%	40.00	1	100.00%
HOUSEHOLD MICROWAVE	50.00	3	0.04%	16.66	15.00	1	0.00%	15.00	0.00	0	0.00%	15.00	1	100.00%
HOUSEHOLD MINI FRIDGE	20.00	1	0.01%	20.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
HOUSEHOLD MOP	7.00	1	0.01%	7.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
HOUSEHOLD SEWING MACHINE	0.00	0	0.00%	0.00	40.00	2	0.01%	20.00	40.00	2	100.00%	0.00	0	0.00%
HOUSEHOLD SLOW COOKER	0.00	0	0.00%	0.00	10.00	1	0.00%	10.00	10.00	1	100.00%	0.00	0	0.00%
HOUSEHOLD STORAGE TOTE	8.00	1	0.01%	8.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
HOUSEHOLD TOOTHBRUSH	8.00	1	0.01%	8.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
HOUSEHOLD VACUUM CLEANER	195.00	3	0.14%	65.00	295.00	7	0.09%	42.14	180.00	4	69.23%	80.00	2	30.77%
HOUSEHOLD WINDOW BLINDS	3.50	2	0.00%	1.75	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
HOUSEHOLD WINDOW ROD	1.50	1	0.00%	1.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
JEWELRY	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	0.00	1	0.00%	0.00	0	0.00%
JEWELRY BANGLE	60.00	1	0.04%	60.00	0.00	1	0.00%	0.00	0.00	1	0.00%	0.00	0	0.00%
JEWELRY BELT BUCKLE	0.00	0	0.00%	0.00	10.00	1	0.00%	10.00	0.00	0	0.00%	10.00	1	100.00%
JEWELRY BRACELET	1,790.50	31	1.31%	57.75	6,796.11	67	2.16%	101.43	6,234.05	64	87.77%	869.00	16	12.23%
JEWELRY CHARM	530.75	61	0.39%	8.70	1,790.55	76	0.57%	23.55	1,765.26	64	69.68%	768.00	27	30.32%
JEWELRY CLASP	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
JEWELRY EARRING	105.00	20	0.08%	5.25	180.00	16	0.06%	11.25	180.00	33	100.00%	0.00	0	0.00%
JEWELRY EARRINGS	938.00	58	0.69%	16.17	868.25	39	0.28%	22.26	1,278.75	55	80.24%	315.00	12	19.76%
JEWELRY LOCKET	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
JEWELRY MISC.	0.00	0	0.00%	0.00	40.00	1	0.01%	40.00	0.00	0	0.00%	40.00	1	100.00%

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Date: 03/06/2019 10:33:19 AM

Type	Buy	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
JEWELRY NECKLACE	4,556.00	95	3.34%	47.95	15,448.25	122	4.91%	126.62	15,658.25	116	86.00%	2,550.00	32	14.00%
JEWELRY NUGGET	0.00	0	0.00%	0.00	425.00	3	0.13%	141.66	75.00	2	100.00%	0.00	0	0.00%
JEWELRY PENDANT/CHARM	163.00	9	0.12%	18.11	1,170.00	17	0.37%	68.82	1,065.00	18	100.00%	0.00	0	0.00%
JEWELRY PIN	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	1	0.00%
JEWELRY RING	10,644.96	320	7.80%	33.26	38,624.89	599	12.27%	64.48	32,536.37	505	85.06%	5,712.50	120	14.94%
JEWELRY SCRAP	120.00	2	0.09%	60.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
JEWELRY SCRAP PIECE	15.00	3	0.01%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
JEWELRY TEETH	60.00	1	0.04%	60.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
JEWELRY TOE RING	16.00	2	0.01%	8.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
JEWELRY WATCH	466.00	19	0.34%	24.52	3,318.75	47	1.05%	70.61	2,487.11	30	85.41%	425.00	18	14.59%
JEWELRY WATCH BAND	0.00	0	0.00%	0.00	1,000.00	2	0.32%	500.00	1,000.00	2	100.00%	0.00	0	0.00%
JEWELRY WATCH BEZEL	20.00	1	0.01%	20.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
JEWELRY WRAPS	0.00	3	0.00%	0.00	60.00	6	0.02%	10.00	0.00	4	0.00%	60.00	1	100.00%
LAWN & GARDEN	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	25.00	1	100.00%	0.00	0	0.00%
LAWN & GARDEN BACKPACK BLOWER	0.00	0	0.00%	0.00	50.00	1	0.02%	50.00	0.00	0	0.00%	50.00	1	100.00%
LAWN & GARDEN BLOWER	170.00	4	0.12%	42.50	340.00	8	0.11%	42.50	180.00	6	55.38%	145.00	4	44.62%
LAWN & GARDEN CHAIN SAW	470.00	10	0.34%	47.00	5,170.00	70	1.64%	73.85	4,257.81	52	74.08%	1,490.00	23	25.92%
LAWN & GARDEN CHIPPER	180.00	1	0.13%	180.00	110.00	1	0.03%	110.00	110.00	1	100.00%	0.00	0	0.00%
LAWN & GARDEN GRILL	7.00	1	0.01%	7.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
LAWN & GARDEN HAMMOCK	15.00	1	0.01%	15.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
LAWN & GARDEN HEDGE TRIMMERS	0.00	0	0.00%	0.00	225.00	5	0.07%	45.00	210.00	4	68.85%	95.00	4	31.15%
LAWN & GARDEN HOE	3.00	1	0.00%	3.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
LAWN & GARDEN LAWN SWEEPER	75.00	1	0.05%	75.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
LAWN & GARDEN LAWNMOWER	285.00	6	0.21%	47.50	205.00	6	0.07%	34.16	70.00	2	7.73%	835.00	10	92.27%
LAWN & GARDEN LOPPERS	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
LAWN & GARDEN POLE SAW	0.00	0	0.00%	0.00	75.00	1	0.02%	75.00	75.00	1	100.00%	0.00	0	0.00%
LAWN & GARDEN PUSH MOWER	0.00	0	0.00%	0.00	470.00	8	0.15%	58.75	210.00	4	41.18%	300.00	6	58.82%
LAWN & GARDEN RAKE	4.00	1	0.00%	4.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
LAWN & GARDEN RIDING MOWER	0.00	0	0.00%	0.00	920.00	6	0.29%	153.33	635.00	4	100.00%	0.00	0	0.00%
LAWN & GARDEN SHOVEL	10.00	2	0.01%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
LAWN & GARDEN SNOW BLOWER	370.00	3	0.27%	123.33	1,380.00	9	0.44%	153.33	945.00	6	66.08%	485.00	3	33.92%

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Date: 03/06/2019 10:33:19 AM

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LAWN & GARDEN TRIMMER	0.00	0	0.00%	0.00	40.00	1	0.01%	40.00	0.00	0	0.00%	0.00	0	0.00%
LAWN & GARDEN WALK BEHIND	0.00	0	0.00%	0.00	325.00	1	0.10%	325.00	525.00	2	100.00%	0.00	0	0.00%
LAWN & GARDEN WALK BEHIND	0.00	0	0.00%	0.00	80.00	1	0.03%	80.00	80.00	1	100.00%	0.00	0	0.00%
LAWN & GARDEN WEED TRIMMER	165.00	6	0.12%	27.50	655.00	16	0.21%	40.93	355.00	11	42.77%	475.00	10	57.23%
LAWN & GARDEN WEEDWACKER	20.00	1	0.01%	20.00	0.00	0	0.00%	0.00	0.00	0	0.00%	60.00	1	100.00%
LAWN & GARDEN WOOD SPLITTER	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	250.00	1	100.00%
LAWN & GARDEN ZERO TURN MOWER	0.00	0	0.00%	0.00	800.00	2	0.25%	400.00	400.00	1	50.00%	400.00	1	50.00%
MUSIC & MOVIES	15.50	2	0.01%	7.75	0.00	0	0.00%	0.00	0.00	0	0.00%	4.25	1	100.00%
MUSIC & MOVIES ADULT DVD	1.50	1	0.00%	1.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
MUSIC & MOVIES AUDIO BOOK	3.50	1	0.00%	3.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
MUSIC & MOVIES BLU RAY DISC	1,218.00	165	0.89%	7.38	679.82	48	0.22%	14.16	351.14	28	57.48%	259.75	18	42.52%
MUSIC & MOVIES BLUE RAY BOX SET	41.25	6	0.03%	6.87	64.64	3	0.02%	21.54	46.28	2	96.86%	1.50	1	3.14%
MUSIC & MOVIES DVD BOX SET	565.25	90	0.41%	6.28	157.79	23	0.05%	6.86	120.58	15	58.37%	86.00	9	41.63%
MUSIC & MOVIES DVD DISC	2,042.00	1059	1.50%	1.92	362.75	221	0.12%	1.64	235.75	208	52.68%	211.75	127	47.32%
MUSIC & MOVIES HD DVD	0.00	0	0.00%	0.00	8.00	1	0.00%	8.00	0.00	0	0.00%	0.00	0	0.00%
MUSIC & MOVIES RECORD ALBUM	66.50	42	0.05%	1.58	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
MUSICAL INSTRUMENTS AMP	120.00	3	0.09%	40.00	125.00	5	0.04%	25.00	70.00	2	60.87%	45.00	2	39.13%
MUSICAL INSTRUMENTS AMP/GUITAR	40.00	1	0.03%	40.00	40.00	2	0.01%	20.00	0.00	0	0.00%	35.00	1	100.00%
MUSICAL INSTRUMENTS CLARINET	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
MUSICAL INSTRUMENTS CONGAS	100.00	1	0.07%	100.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
MUSICAL INSTRUMENTS DIST. PEDAL	0.00	0	0.00%	0.00	50.00	2	0.02%	25.00	0.00	0	0.00%	50.00	2	100.00%
MUSICAL INSTRUMENTS EFFECT	65.00	1	0.05%	65.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
MUSICAL INSTRUMENTS EFFECTS	33.00	2	0.02%	16.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
MUSICAL INSTRUMENTS FLUTE	0.00	0	0.00%	0.00	45.00	3	0.01%	15.00	45.00	3	52.94%	40.00	1	47.06%
MUSICAL INSTRUMENTS FOOT PEDAL	0.00	0	0.00%	0.00	220.00	10	0.07%	22.00	220.00	10	100.00%	0.00	0	0.00%
MUSICAL INSTRUMENTS GUITAR	175.00	6	0.13%	29.16	1,280.00	19	0.41%	67.36	985.00	13	72.43%	375.00	7	27.57%
MUSICAL INSTRUMENTS GUITAR AMP	40.00	2	0.03%	20.00	100.00	4	0.03%	25.00	75.00	2	88.24%	10.00	1	11.76%
MUSICAL INSTRUMENTS GUITAR	0.00	0	0.00%	0.00	230.00	5	0.07%	46.00	160.00	5	61.54%	100.00	1	38.46%
MUSICAL INSTRUMENTS GUITAR	3.00	1	0.00%	3.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
MUSICAL INSTRUMENTS GUITAR	0.00	0	0.00%	0.00	200.00	1	0.06%	200.00	200.00	1	100.00%	0.00	0	0.00%
MUSICAL INSTRUMENTS GUITAR	0.00	0	0.00%	0.00	80.00	2	0.03%	40.00	80.00	2	100.00%	0.00	0	0.00%

Analysis Report from 01/01/2018 to 12/31/2018
Part 4 of 5

FRAZIER'S PAWN SHOP
922 N. QUEEN ST
MARTINSBURG, WV 25401
(304) 263-8511

Date: 03/06/2019 10:33:19 AM

Type	Buys	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
MUSICAL INSTRUMENTS	0.00	0	0.00%	0.00	65.00	2	0.02%	32.50	65.00	2	100.00%	0.00	0	0.00%
MUSICAL INSTRUMENTS GUITAR/BASS	0.00	0	0.00%	0.00	120.00	3	0.04%	40.00	120.00	3	100.00%	0.00	0	0.00%
MUSICAL INSTRUMENTS	140.00	4	0.10%	35.00	1,175.00	5	0.37%	235.00	535.00	3	45.53%	640.00	2	54.47%
MUSICAL INSTRUMENTS	0.00	0	0.00%	0.00	50.00	2	0.02%	25.00	50.00	2	100.00%	0.00	0	0.00%
MUSICAL INSTRUMENTS HARMONICA	15.00	1	0.01%	15.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
MUSICAL INSTRUMENTS KEYBOARD	245.00	4	0.18%	61.25	0.00	0	0.00%	0.00	0.00	0	0.00%	60.00	1	100.00%
MUSICAL INSTRUMENTS MANDOLIN	0.00	0	0.00%	0.00	60.00	1	0.02%	60.00	0.00	0	0.00%	60.00	1	100.00%
MUSICAL INSTRUMENTS MIC SET	0.00	0	0.00%	0.00	75.00	1	0.02%	75.00	75.00	1	100.00%	0.00	0	0.00%
MUSICAL INSTRUMENTS PA SPEAKER	0.00	0	0.00%	0.00	80.00	2	0.03%	40.00	40.00	1	100.00%	0.00	0	0.00%
MUSICAL INSTRUMENTS SAXAPHONE	0.00	0	0.00%	0.00	75.00	1	0.02%	75.00	175.00	2	100.00%	0.00	0	0.00%
MUSICAL INSTRUMENTS SHAKER MINI	0.00	0	0.00%	0.00	25.00	1	0.01%	25.00	0.00	0	0.00%	25.00	1	100.00%
MUSICAL INSTRUMENTS SPEAKER	0.00	0	0.00%	0.00	185.00	1	0.06%	185.00	0.00	0	0.00%	0.00	0	0.00%
MUSICAL INSTRUMENTS TALKBOX	0.00	0	0.00%	0.00	20.00	1	0.01%	20.00	20.00	1	100.00%	0.00	0	0.00%
MUSICAL INSTRUMENTS TROMBONE	100.00	1	0.07%	100.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
MUSICAL INSTRUMENTS TRUMPET	0.00	0	0.00%	0.00	20.00	1	0.01%	20.00	0.00	0	0.00%	20.00	1	100.00%
MUSICAL INSTRUMENTS VIOLIN	20.00	1	0.01%	20.00	50.00	1	0.02%	50.00	50.00	1	100.00%	0.00	0	0.00%
OTHER	8.00	3	0.01%	2.66	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER AIRBLOWN/INFLATABLE	15.00	1	0.01%	15.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER AMMO CLIPS	36.00	4	0.03%	9.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER AMMUNITION	32.50	5	0.02%	6.50	32.00	4	0.01%	8.00	32.00	4	100.00%	0.00	0	0.00%
OTHER BACK PACK	25.00	2	0.02%	12.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER BATTERIES	12.00	2	0.01%	6.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER BATTERY	17.50	2	0.01%	8.75	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER BOOK	7.50	2	0.01%	3.75	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER BOWLINGBALL	35.00	1	0.03%	35.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER BOX	7.00	1	0.01%	7.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER C02 CARTRIDGES	2.00	1	0.00%	2.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER CAMPING	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER CANDLE	127.00	1	0.09%	127.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER CANE	0.00	0	0.00%	0.00	10.00	1	0.00%	10.00	20.00	2	100.00%	0.00	0	0.00%
OTHER CARGO CARRIER	20.00	1	0.01%	20.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%

FRAZIER'S PAWN SHOP using PawnMaster®

Analysis Report from 01/01/2018 to 12/31/2018
Part 4 of 5

FRAZIER'S PAWN SHOP
922 N. QUEEN ST
MARTINSBURG, WV 25401
(304) 263-8511

Date: 03/06/2019 10:33:19 AM

Type	Buy	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
OTHER CASE	7.00	1	0.01%	7.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER CLOCK	20.00	1	0.01%	20.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER CLOTHING	45.00	1	0.03%	45.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER COLOGNE	31.00	1	0.02%	31.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER COOLER	0.00	0	0.00%	0.00	10.00	1	0.00%	10.00	20.00	2	100.00%	0.00	0	0.00%
OTHER EVHICLE ACCESSORIES	20.00	1	0.01%	20.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER EYEWEAR	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER FAKE STARTER PISTOL	15.00	1	0.01%	15.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER FLOOR MATS	80.00	1	0.06%	80.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER FOREGRIP	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER GRILL	15.00	1	0.01%	15.00	10.00	1	0.00%	10.00	20.00	2	100.00%	0.00	0	0.00%
OTHER GUITAR STAND	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER GUN CLEAN KIT	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER HAIR CLIPPERS	10.00	1	0.01%	10.00	10.00	1	0.00%	10.00	0.00	0	0.00%	10.00	1	100.00%
OTHER HAIR IRON	20.00	2	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER HARNESS	0.00	0	0.00%	0.00	20.00	1	0.01%	20.00	20.00	1	100.00%	0.00	0	0.00%
OTHER HDMI CORD	1.50	1	0.00%	1.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER HEAD LIGHT BULBS	20.00	2	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER HEADLIGHT	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER HEATER	0.00	0	0.00%	0.00	30.00	1	0.01%	30.00	0.00	0	0.00%	30.00	1	100.00%
OTHER HEATING BLANKET	3.00	1	0.00%	3.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER HOLSTER	25.00	4	0.02%	6.25	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER HOVERBOARD	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER INK CARTRIDGE	20.00	2	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER KNIFE	2.00	1	0.00%	2.00	5.00	1	0.00%	5.00	0.00	0	0.00%	5.00	1	100.00%
OTHER KNIFE SHARPENER	2.00	1	0.00%	2.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER LAPTOP CASE	1.00	1	0.00%	1.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER LED LIGHT	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER LIGHT	10.00	2	0.01%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER LIGHTER	5.00	1	0.00%	5.00	12.00	2	0.00%	6.00	0.00	0	0.00%	12.00	2	100.00%
OTHER MEDICAL EQUIPMENT	70.00	2	0.05%	35.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%

FRAZIER'S PAWN SHOP using PawnMaster®

Analysis Report from 01/01/2018 to 12/31/2018
Part 4 of 5

FRAZIER'S PAWN SHOP
922 N. QUEEN ST
MARTINSBURG, WV 25401
(304) 263-8511

Date: 03/06/2019 10:33:19 AM

Type	Buys	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
OTHER METAL DETECTOR	35.00	2	0.03%	17.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER MILITARY FLAG	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER MUFFLER	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER OBD SCANNER	0.00	0	0.00%	0.00	6.00	1	0.00%	6.00	0.00	0	0.00%	0.00	0	0.00%
OTHER PEDAL CAR	20.00	1	0.01%	20.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER PHONE CASE	2.00	1	0.00%	2.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER PLOW	0.00	0	0.00%	0.00	400.00	1	0.13%	400.00	400.00	1	100.00%	0.00	0	0.00%
OTHER POWER CHAIR	120.00	1	0.09%	120.00	373.88	3	0.12%	124.62	130.00	1	39.39%	200.00	1	60.61%
OTHER POWER CHAIR CARRIER	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER POWER WHEELS	50.00	2	0.04%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER RIMS	225.00	1	0.16%	225.00	260.00	2	0.08%	130.00	160.00	1	61.54%	100.00	1	38.46%
OTHER SANDWICH CASE	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER SCOOTER	0.00	0	0.00%	0.00	615.00	4	0.20%	153.75	730.00	4	97.99%	15.00	1	2.01%
OTHER SEWING MACHINE	20.00	1	0.01%	20.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER SHOES	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER SHOWCASE	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER SIGHT	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER SIGN	40.00	1	0.03%	40.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER SLEEPING BAG	15.00	1	0.01%	15.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER SLINGSHOT	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER STEERING WHEEL	0.00	0	0.00%	0.00	30.00	1	0.01%	30.00	0.00	0	0.00%	30.00	1	100.00%
OTHER TATTOO KIT	0.00	0	0.00%	0.00	80.00	2	0.03%	40.00	80.00	2	100.00%	0.00	0	0.00%
OTHER TENS UNIT	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER TIRES	0.00	0	0.00%	0.00	580.00	3	0.18%	193.33	0.00	0	0.00%	580.00	3	100.00%
OTHER TIRES/RIMS	160.00	1	0.12%	160.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER TOW BAR	35.00	2	0.03%	17.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER TOYS	47.50	3	0.03%	15.83	0.00	0	0.00%	0.00	0.00	0	0.00%	8.00	1	100.00%
OTHER TRAILER	0.00	0	0.00%	0.00	8,600.00	9	2.73%	955.55	6,200.00	7	100.00%	0.00	0	0.00%
OTHER TRAILOR	0.00	0	0.00%	0.00	600.00	2	0.19%	300.00	600.00	2	38.71%	950.00	2	61.29%
OTHER VALVE COVERS	100.00	1	0.07%	100.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER WALKER	120.00	6	0.09%	20.00	95.00	3	0.03%	31.66	10.00	1	20.00%	40.00	1	80.00%

FRAZIER'S PAWN SHOP using PawnMaster®

Analysis Report from 01/01/2018 to 12/31/2018
Part 4 of 5

FRAZIER'S PAWN SHOP
922 N. QUEEN ST
MARTINSBURG, WV 25401
(304) 263-8511

Date: 03/06/2019 10:33:19 AM

Type	Buys	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
OTHER WHEELCHAIR	80.00	3	0.06%	26.66	357.50	7	0.11%	51.07	293.44	4	90.72%	30.00	1	9.28%
OTHER WHEELS	125.00	1	0.09%	125.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER WHEELS/TIRES	40.00	2	0.03%	20.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER WINDOW	175.00	1	0.13%	175.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
OTHER X-MAS TREE	6.00	1	0.00%	6.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT AIR RIFLE	0.00	0	0.00%	0.00	160.00	3	0.05%	53.33	0.00	0	0.00%	30.00	1	100.00%
SPORTING EQUIPMENT AMMUNITION	157.00	5	0.12%	31.40	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT ANIMAL	0.00	0	0.00%	0.00	50.00	2	0.02%	25.00	0.00	0	0.00%	50.00	2	100.00%
SPORTING EQUIPMENT AR 15 UPPER	200.00	1	0.15%	200.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT AR PARTS KIT	50.00	1	0.04%	50.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT ARROW TIPS	44.00	3	0.03%	14.66	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT ARROWS	6.00	2	0.00%	3.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT BACKPACK	10.00	1	0.01%	10.00	10.00	1	0.00%	10.00	0.00	0	0.00%	10.00	1	100.00%
SPORTING EQUIPMENT BASEBALL	5.00	1	0.00%	5.00	2.50	1	0.00%	2.50	2.50	1	100.00%	0.00	0	0.00%
SPORTING EQUIPMENT BB GUN	60.00	5	0.04%	12.00	150.00	3	0.05%	50.00	100.00	2	66.67%	50.00	1	33.33%
SPORTING EQUIPMENT BB'S	2.50	1	0.00%	2.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT BIKE	0.00	0	0.00%	0.00	90.00	3	0.03%	30.00	90.00	3	100.00%	0.00	0	0.00%
SPORTING EQUIPMENT BIKE RACK	0.00	0	0.00%	0.00	20.00	1	0.01%	20.00	0.00	0	0.00%	20.00	1	100.00%
SPORTING EQUIPMENT BINOCULARS	36.00	3	0.03%	12.00	40.00	1	0.01%	40.00	40.00	1	100.00%	0.00	0	0.00%
SPORTING EQUIPMENT BOAT	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	145.00	1	100.00%	0.00	0	0.00%
SPORTING EQUIPMENT BOAT	0.00	0	0.00%	0.00	60.00	2	0.02%	30.00	30.00	1	100.00%	0.00	0	0.00%
SPORTING EQUIPMENT BOW	135.00	2	0.10%	67.50	1,105.00	9	0.35%	122.77	1,030.00	8	65.81%	535.00	4	34.19%
SPORTING EQUIPMENT BOW	0.00	0	0.00%	0.00	2.50	1	0.00%	2.50	0.00	0	0.00%	2.50	1	100.00%
SPORTING EQUIPMENT CAMPING	10.00	4	0.01%	2.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT CANOPY	35.00	1	0.03%	35.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT CLIP	8.00	1	0.01%	8.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT COMPOUND	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT CROSS BOW	355.00	5	0.26%	71.00	2,540.00	19	0.81%	133.68	1,740.00	12	72.50%	660.00	6	27.50%
SPORTING EQUIPMENT CROSSBOW	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT ELLIPTICAL	30.00	1	0.02%	30.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT EXERCISE	60.00	1	0.04%	60.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%

Analysis Report from 01/01/2018 to 12/31/2018
Part 4 of 5

FRAZIER'S PAWN SHOP
922 N. QUEEN ST
MARTINSBURG, WV 25401
(304) 263-8511

Date: 03/06/2019 10:33:19 AM

Type	Buys	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
SPORTING EQUIPMENT FISH FINDER	85.00	2	0.06%	42.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT FISHING NET	5.00	1	0.00%	5.00	5.00	1	0.00%	5.00	5.00	1	100.00%	0.00	0	0.00%
SPORTING EQUIPMENT FISHING POLE	53.00	3	0.04%	17.66	0.00	0	0.00%	0.00	0.00	0	0.00%	40.00	2	100.00%
SPORTING EQUIPMENT FISHING REEL	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT FISHING	30.00	3	0.02%	10.00	65.00	6	0.02%	10.83	55.00	4	73.33%	20.00	4	26.67%
SPORTING EQUIPMENT FISHING	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT FLASHLIGHT	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT GOLF CLUB	0.00	0	0.00%	0.00	900.00	4	0.29%	225.00	750.00	3	83.33%	150.00	1	16.67%
SPORTING EQUIPMENT GOLF CLUB	0.00	0	0.00%	0.00	1,085.00	6	0.34%	180.83	1,130.00	7	100.00%	0.00	0	0.00%
SPORTING EQUIPMENT GOLF RANGE	65.00	1	0.05%	65.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT GUN CASE	5.00	1	0.00%	5.00	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT HARMONIC	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT HARNESS	0.00	0	0.00%	0.00	50.00	1	0.02%	50.00	50.00	1	100.00%	0.00	0	0.00%
SPORTING EQUIPMENT HELMET	135.00	7	0.10%	19.28	250.00	12	0.08%	20.83	140.00	7	60.87%	90.00	4	39.13%
SPORTING EQUIPMENT HUNTERS	2.50	1	0.00%	2.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT HUNTING	7.50	1	0.01%	7.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT HUNTING	30.00	2	0.02%	15.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT KNIFE	54.00	10	0.04%	5.40	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT LANTERN	0.00	0	0.00%	0.00	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT MAGAZINES	44.00	2	0.03%	22.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT METAL	0.00	0	0.00%	0.00	150.00	1	0.05%	150.00	230.00	2	100.00%	0.00	0	0.00%
SPORTING EQUIPMENT MULTITOOL	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	5.00	1	100.00%
SPORTING EQUIPMENT NIGHT VISION	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	1	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT NIGHTVISION	750.00	1	0.55%	750.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT NIGHTVISION	0.00	0	0.00%	0.00	220.00	2	0.07%	110.00	0.00	0	0.00%	200.00	1	100.00%
SPORTING EQUIPMENT PAINT BALL	105.00	2	0.08%	52.50	0.00	0	0.00%	0.00	0.00	0	0.00%	20.00	1	100.00%
SPORTING EQUIPMENT PELLET GUN	40.00	4	0.03%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT PELLET RIFLE	190.00	5	0.14%	38.00	20.00	1	0.01%	20.00	20.00	1	100.00%	0.00	0	0.00%
SPORTING EQUIPMENT POOL BALLS	6.00	1	0.00%	6.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT POOL CUE	0.00	0	0.00%	0.00	1,300.00	26	0.41%	50.00	720.00	14	75.39%	235.00	8	24.61%
SPORTING EQUIPMENT POOL CUE	0.00	0	0.00%	0.00	45.00	2	0.01%	22.50	40.00	1	100.00%	0.00	0	0.00%

Analysis Report from 01/01/2018 to 12/31/2018

Part 4 of 5

FRAZIER'S PAWN SHOP
922 N. QUEEN ST
MARTINSBURG, WV 25401
(304) 263-8511

Date: 03/06/2019 10:33:20 AM

Type	Buys	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
SPORTING EQUIPMENT	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT RANGE	85.00	2	0.06%	42.50	360.00	5	0.11%	72.00	200.00	2	80.00%	50.00	2	20.00%
SPORTING EQUIPMENT RC BOAT	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT RIFLE STOCK	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT SCOPE	95.00	4	0.07%	23.75	45.00	2	0.01%	22.50	0.00	0	0.00%	45.00	2	100.00%
SPORTING EQUIPMENT SHOOTING	0.00	0	0.00%	0.00	20.00	1	0.01%	20.00	20.00	1	100.00%	0.00	0	0.00%
SPORTING EQUIPMENT SHOTGUN	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT SLED	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT SLEEPING	20.00	1	0.01%	20.00	20.00	1	0.01%	20.00	0.00	0	0.00%	20.00	1	100.00%
SPORTING EQUIPMENT SLING	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT SPOT LIGHT	20.00	1	0.01%	20.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT TACKLE BAG	12.50	1	0.01%	12.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT TACKLE BOX	20.50	2	0.02%	10.25	25.00	2	0.01%	12.50	5.00	1	20.00%	20.00	1	80.00%
SPORTING EQUIPMENT TENT	7.00	1	0.01%	7.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT TOTAL GYM	0.00	0	0.00%	0.00	70.00	1	0.02%	70.00	0.00	0	0.00%	70.00	1	100.00%
SPORTING EQUIPMENT TRAIL	0.00	0	0.00%	0.00	15.00	1	0.00%	15.00	0.00	0	0.00%	35.00	3	100.00%
SPORTING EQUIPMENT TREE STAND	150.00	3	0.11%	50.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT TROLLING	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT WEIGHT	50.00	1	0.04%	50.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
SPORTING EQUIPMENT WEIGHTS	27.00	3	0.02%	9.00	120.00	1	0.04%	120.00	0.00	0	0.00%	120.00	1	100.00%
TOOLS-AIR	0.00	0	0.00%	0.00	60.00	2	0.02%	30.00	0.00	0	0.00%	60.00	2	100.00%
TOOLS-AIR AIR CHUCK	0.00	0	0.00%	0.00	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	1	0.00%
TOOLS-AIR AIR COMP. TOOL KIT	2.00	1	0.00%	2.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-AIR AIR COMPRESSOR	192.00	5	0.14%	38.40	725.00	17	0.23%	42.64	405.00	10	38.39%	650.00	8	61.61%
TOOLS-AIR AIR HAMMER	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	35.00	1	100.00%
TOOLS-AIR AIR HOSE	0.00	0	0.00%	0.00	34.00	2	0.01%	17.00	0.00	0	0.00%	34.00	2	100.00%
TOOLS-AIR AIR RATCHET	20.00	1	0.01%	20.00	32.00	4	0.01%	8.00	20.00	2	62.50%	12.00	2	37.50%
TOOLS-AIR AIR SANDER	0.00	0	0.00%	0.00	35.00	1	0.01%	35.00	35.00	1	100.00%	0.00	0	0.00%
TOOLS-AIR AIR TOOL KIT	0.00	0	0.00%	0.00	15.00	1	0.00%	15.00	15.00	1	100.00%	0.00	0	0.00%
TOOLS-AIR AIR WRENCH	0.00	0	0.00%	0.00	10.00	1	0.00%	10.00	10.00	1	100.00%	0.00	0	0.00%
TOOLS-AIR AIRBRUSH KIT	0.00	0	0.00%	0.00	50.00	2	0.02%	25.00	85.00	2	100.00%	0.00	0	0.00%

FRAZIER'S PAWN SHOP using PawnMaster®

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FRAZIER'S PAWN SHOP
922 N. QUEEN ST
MARTINSBURG, WV 25401
(304) 263-8511

Date: 03/06/2019 10:33:20 AM

Type	Buy	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
TOOLS-AIR ANGLE GRINDER	0.00	0	0.00%	0.00	10.00	1	0.00%	10.00	10.00	1	100.00%	0.00	0	0.00%
TOOLS-AIR BICYCLE PUMP	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-AIR COMPRESION TESTER	0.00	0	0.00%	0.00	10.00	1	0.00%	10.00	10.00	1	100.00%	0.00	0	0.00%
TOOLS-AIR DIE GRINDER	0.00	0	0.00%	0.00	135.00	3	0.04%	45.00	135.00	3	100.00%	0.00	0	0.00%
TOOLS-AIR FINISH NAILER	0.00	0	0.00%	0.00	10.00	1	0.00%	10.00	0.00	0	0.00%	10.00	1	100.00%
TOOLS-AIR FLOOR NAILER	0.00	0	0.00%	0.00	150.00	5	0.05%	30.00	120.00	4	100.00%	0.00	0	0.00%
TOOLS-AIR HAND TORCH	0.00	0	0.00%	0.00	10.00	1	0.00%	10.00	0.00	0	0.00%	10.00	1	100.00%
TOOLS-AIR IMPACT DRIVER	130.00	2	0.10%	65.00	330.00	8	0.10%	41.25	240.00	5	88.89%	30.00	1	11.11%
TOOLS-AIR IMPACT WRENCH	80.00	1	0.06%	80.00	168.00	5	0.05%	33.60	20.00	1	11.56%	153.00	5	88.44%
TOOLS-AIR INFLATOR	15.00	1	0.01%	15.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-AIR MINI POLISHER	0.00	0	0.00%	0.00	60.00	2	0.02%	30.00	30.00	1	100.00%	0.00	0	0.00%
TOOLS-AIR MUD SANDER	0.00	0	0.00%	0.00	10.00	1	0.00%	10.00	10.00	1	100.00%	0.00	0	0.00%
TOOLS-AIR NAILER	45.00	2	0.03%	22.50	160.00	6	0.05%	26.66	80.00	3	30.77%	180.00	6	69.23%
TOOLS-AIR ORBITAL SANDER	22.00	1	0.02%	22.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-AIR PAINT SPRAYER	0.00	0	0.00%	0.00	5.00	1	0.00%	5.00	0.00	0	0.00%	5.00	1	100.00%
TOOLS-AIR PALM NAILER	0.00	0	0.00%	0.00	5.00	1	0.00%	5.00	0.00	0	0.00%	5.00	1	100.00%
TOOLS-AIR PRESSURE TESTER	0.00	0	0.00%	0.00	10.00	1	0.00%	10.00	10.00	1	100.00%	0.00	0	0.00%
TOOLS-AIR RATCHET	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-AIR REFRIDGE/TESTER HVAC	0.00	0	0.00%	0.00	350.00	2	0.11%	175.00	175.00	1	50.00%	175.00	1	50.00%
TOOLS-AIR ROTARY TOOL	8.00	1	0.01%	8.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-AIR SANDER	0.00	0	0.00%	0.00	30.00	3	0.01%	10.00	20.00	2	100.00%	0.00	0	0.00%
TOOLS-AIR SEALANT	3.50	1	0.00%	3.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-AIR STAPLER	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	5.00	1	100.00%
TOOLS-AIR VACUUM GAUGE	50.00	1	0.04%	50.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND	69.00	7	0.05%	9.85	657.00	37	0.21%	17.75	337.00	23	48.38%	359.50	17	51.62%
TOOLS-HAND FP STRYDER	0.00	0	0.00%	0.00	30.00	1	0.01%	30.00	0.00	0	0.00%	30.00	1	100.00%
TOOLS-HAND 3 WAY W/PRY	3.00	1	0.00%	3.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND ADJUSTABLE WRENCH	0.00	0	0.00%	0.00	35.00	3	0.01%	11.66	0.00	0	0.00%	35.00	3	100.00%
TOOLS-HAND AIR HOSE	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	10.00	1	100.00%
TOOLS-HAND ANGLE WRENCH SET	120.00	1	0.09%	120.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND AXLE BEARING	0.00	0	0.00%	0.00	15.00	1	0.00%	15.00	0.00	0	0.00%	15.00	1	100.00%

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Part 4 of 5

FRAZIER'S PAWN SHOP
922 N. QUEEN ST
MARTINSBURG, WV 25401
(304) 263-8511

Date: 03/06/2019 10:33:20 AM

Type	Buy\$	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
TOOLS-HAND BAL JOINT SUPER SET	0.00	0	0.00%	0.00	250.00	1	0.08%	250.00	250.00	1	100.00%	0.00	0	0.00%
TOOLS-HAND BEARING SEPARATOR	0.00	0	0.00%	0.00	30.00	1	0.01%	30.00	30.00	1	100.00%	0.00	0	0.00%
TOOLS-HAND BIT SET	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND BLADES	25.00	3	0.02%	8.33	0.00	0	0.00%	0.00	0.00	0	0.00%	10.00	1	100.00%
TOOLS-HAND BODY PANEL PULLERS	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND BOLT CUTTERS	0.00	0	0.00%	0.00	7.00	1	0.00%	7.00	7.00	1	100.00%	0.00	0	0.00%
TOOLS-HAND BOOKBAG	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND BOX	0.00	0	0.00%	0.00	40.00	2	0.01%	20.00	40.00	2	100.00%	0.00	0	0.00%
TOOLS-HAND BREAKER BAR	0.00	0	0.00%	0.00	30.00	3	0.01%	10.00	10.00	1	33.33%	20.00	2	66.67%
TOOLS-HAND BUCKET	0.00	0	0.00%	0.00	15.00	1	0.00%	15.00	0.00	0	0.00%	15.00	1	100.00%
TOOLS-HAND CALIPER TOOL	0.00	0	0.00%	0.00	35.00	1	0.01%	35.00	0.00	0	0.00%	35.00	1	100.00%
TOOLS-HAND CAR JACK	12.00	1	0.01%	12.00	0.00	0	0.00%	0.00	0.00	0	0.00%	10.00	1	100.00%
TOOLS-HAND CARPET KICKER	3.00	1	0.00%	3.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND CGFI RECIP. TESTER	0.00	0	0.00%	0.00	4.00	1	0.00%	4.00	0.00	0	0.00%	4.00	1	100.00%
TOOLS-HAND CHISEL SET	75.00	1	0.05%	75.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND CO-AX INDICATOR	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND CODE READER	0.00	0	0.00%	0.00	30.00	1	0.01%	30.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND CREEPER	0.00	0	0.00%	0.00	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	1	0.00%
TOOLS-HAND CRIMPING TOOL	0.00	0	0.00%	0.00	10.00	2	0.00%	5.00	0.00	0	0.00%	10.00	2	100.00%
TOOLS-HAND CROW BAR	6.00	1	0.00%	6.00	8.00	1	0.00%	8.00	0.00	0	0.00%	8.00	1	100.00%
TOOLS-HAND CUBE TRUCK	30.00	1	0.02%	30.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND DAMPER PULLEY	0.00	0	0.00%	0.00	20.00	1	0.01%	20.00	0.00	0	0.00%	20.00	1	100.00%
TOOLS-HAND DIAGNOSTIC TOOL	0.00	0	0.00%	0.00	100.00	1	0.03%	100.00	100.00	1	100.00%	0.00	0	0.00%
TOOLS-HAND DIAL DEPTH GAUGE	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND DIGGING BAR	3.00	1	0.00%	3.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND DIGITAL CALIPER	0.00	0	0.00%	0.00	7.00	1	0.00%	7.00	0.00	0	0.00%	7.00	1	100.00%
TOOLS-HAND DOLLEY	25.00	2	0.02%	12.50	35.00	2	0.01%	17.50	0.00	0	0.00%	35.00	2	100.00%
TOOLS-HAND DRILL	85.00	1	0.06%	85.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND DRILL BIT SET	2.50	1	0.00%	2.50	101.00	11	0.03%	9.18	25.00	5	24.75%	76.00	6	75.25%
TOOLS-HAND DRILL BITS	0.00	0	0.00%	0.00	5.00	1	0.00%	5.00	5.00	1	100.00%	0.00	0	0.00%
TOOLS-HAND DRIVE SOCKETS	0.00	0	0.00%	0.00	30.00	2	0.01%	15.00	15.00	1	100.00%	0.00	0	0.00%

FRAZIER'S PAWN SHOP using PawnMaster®

Analysis Report from 01/01/2018 to 12/31/2018
Part 4 of 5

FRAZIER'S PAWN SHOP
922 N. QUEEN ST
MARTINSBURG, WV 25401
(304) 263-8511

Date: 03/06/2019 10:33:20 AM

Type	Buys	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
TOOLS-HAND DRYWALL LIFT	0.00	0	0.00%	0.00	55.00	1	0.02%	55.00	55.00	1	100.00%	0.00	0	0.00%
TOOLS-HAND DRYWALL TOOL	3.00	1	0.00%	3.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND END CAP WRENCH	0.00	0	0.00%	0.00	8.00	1	0.00%	8.00	8.00	1	100.00%	0.00	0	0.00%
TOOLS-HAND ENGINE STAND	35.00	1	0.03%	35.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND FLARING TOOL	0.00	0	0.00%	0.00	150.00	4	0.05%	37.50	85.00	2	56.67%	65.00	2	43.33%
TOOLS-HAND FLASHLIGHT	0.00	0	0.00%	0.00	16.00	3	0.01%	5.33	0.00	0	0.00%	16.00	3	100.00%
TOOLS-HAND FLEX BOX END	0.00	0	0.00%	0.00	15.00	1	0.00%	15.00	0.00	0	0.00%	15.00	1	100.00%
TOOLS-HAND GASKET CUTTER	0.00	0	0.00%	0.00	50.00	1	0.02%	50.00	0.00	0	0.00%	50.00	1	100.00%
TOOLS-HAND GAUGE	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	30.00	1	100.00%
TOOLS-HAND GRINDER	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND HAMMER	14.00	3	0.01%	4.66	70.00	3	0.02%	23.33	60.00	2	81.63%	13.50	2	18.37%
TOOLS-HAND HAMMER DRILL	0.00	0	0.00%	0.00	0.00	2	0.00%	0.00	0.00	1	0.00%	0.00	0	0.00%
TOOLS-HAND HAND PUNCH	22.50	1	0.02%	22.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND HAND TOOLS	15.00	1	0.01%	15.00	10.00	1	0.00%	10.00	10.00	1	100.00%	0.00	0	0.00%
TOOLS-HAND HARNESS	75.00	3	0.05%	25.00	30.00	1	0.01%	30.00	0.00	0	0.00%	70.00	2	100.00%
TOOLS-HAND HATCHET	3.00	1	0.00%	3.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND HITCH	45.00	6	0.03%	7.50	10.00	2	0.00%	5.00	10.00	2	100.00%	0.00	0	0.00%
TOOLS-HAND HOLE SAW BLADES	15.00	1	0.01%	15.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND HONING GUIDE SET	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND HYDRAULIC PUNCH	80.00	1	0.06%	80.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND IMPACT SOCKETS	0.00	0	0.00%	0.00	230.00	4	0.07%	57.50	120.00	2	52.17%	110.00	2	47.83%
TOOLS-HAND INSPECTION CAMERA	0.00	0	0.00%	0.00	60.00	2	0.02%	30.00	30.00	1	50.00%	30.00	1	50.00%
TOOLS-HAND JACK	29.00	3	0.02%	9.66	70.00	5	0.02%	14.00	71.00	5	100.00%	0.00	0	0.00%
TOOLS-HAND JACK STANDS	50.00	4	0.04%	12.50	21.00	3	0.01%	7.00	21.00	3	100.00%	0.00	0	0.00%
TOOLS-HAND JUMPER CABLES	0.00	0	0.00%	0.00	13.00	2	0.00%	6.50	0.00	0	0.00%	13.00	2	100.00%
TOOLS-HAND L SQUARE	0.00	0	0.00%	0.00	60.00	1	0.02%	60.00	60.00	1	100.00%	0.00	0	0.00%
TOOLS-HAND LADDER	295.00	9	0.22%	32.77	435.00	17	0.14%	25.58	350.00	13	55.56%	280.00	12	44.44%
TOOLS-HAND LADDER JACKS	0.00	0	0.00%	0.00	25.00	1	0.01%	25.00	0.00	0	0.00%	65.00	2	100.00%
TOOLS-HAND LANTERN	0.00	0	0.00%	0.00	2.50	1	0.00%	2.50	0.00	0	0.00%	2.50	1	100.00%
TOOLS-HAND LEVEL	0.00	0	0.00%	0.00	15.00	2	0.00%	7.50	15.00	2	75.00%	5.00	1	25.00%
TOOLS-HAND LIGHT	0.00	0	0.00%	0.00	2.00	1	0.00%	2.00	0.00	0	0.00%	2.00	1	100.00%

FRAZIER'S PAWN SHOP using PawnMaster®

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Part 4 of 5

FRAZIER'S PAWN SHOP
922 N. QUEEN ST
MARTINSBURG, WV 25401
(304) 263-8511

Date: 03/06/2019 10:33:20 AM

Type	Buy\$	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
TOOLS-HAND LOAD CHAIN BINDER	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	10.00	1	100.00%
TOOLS-HAND LOCKING CABLE	2.00	1	0.00%	2.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND LOPPERS	5.00	2	0.00%	2.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND LUG WRENCH	2.00	1	0.00%	2.00	10.50	2	0.00%	5.25	5.25	1	100.00%	0.00	0	0.00%
TOOLS-HAND MECHANICS TOOL SET	0.00	0	0.00%	0.00	60.00	2	0.02%	30.00	60.00	2	100.00%	0.00	0	0.00%
TOOLS-HAND METAL RAMPS	0.00	0	0.00%	0.00	15.00	1	0.00%	15.00	0.00	0	0.00%	15.00	1	100.00%
TOOLS-HAND METAL SQUARE	3.00	1	0.00%	3.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND MICROMETER	20.00	1	0.01%	20.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND MISC TOOLS	58.00	3	0.04%	19.33	202.50	9	0.06%	22.50	122.50	6	60.49%	80.00	3	39.51%
TOOLS-HAND MISC/LOOSE	1.75	1	0.00%	1.75	97.50	6	0.03%	16.25	47.50	3	61.29%	30.00	3	38.71%
TOOLS-HAND MULTI TOOL	5.00	1	0.00%	5.00	45.00	3	0.01%	15.00	0.00	0	0.00%	45.00	3	100.00%
TOOLS-HAND MULTIMETER	50.00	1	0.04%	50.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND MULTITESTER	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND OB2 CODE READER	0.00	0	0.00%	0.00	10.00	1	0.00%	10.00	0.00	0	0.00%	12.50	1	100.00%
TOOLS-HAND OIL FILTER SOCKETS	0.00	0	0.00%	0.00	12.00	1	0.00%	12.00	12.00	1	100.00%	0.00	0	0.00%
TOOLS-HAND PAINTING SUPPLIES	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND PICK TOOLS	0.00	0	0.00%	0.00	10.00	1	0.00%	10.00	10.00	1	100.00%	0.00	0	0.00%
TOOLS-HAND PIPE CUTTER	45.00	1	0.03%	45.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND PIPE WRENCH	0.00	0	0.00%	0.00	60.00	1	0.02%	60.00	0.00	0	0.00%	60.00	1	100.00%
TOOLS-HAND PLANER	45.00	1	0.03%	45.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND PLUM BOB	15.00	1	0.01%	15.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND PRESSURE WASH/	0.00	0	0.00%	0.00	5.00	1	0.00%	5.00	5.00	1	100.00%	0.00	0	0.00%
TOOLS-HAND PRY BAR	4.00	1	0.00%	4.00	45.00	3	0.01%	15.00	0.00	1	0.00%	45.00	2	100.00%
TOOLS-HAND PULLER	0.00	0	0.00%	0.00	10.00	1	0.00%	10.00	10.00	1	100.00%	0.00	0	0.00%
TOOLS-HAND PULLER SET	0.00	0	0.00%	0.00	35.00	1	0.01%	35.00	0.00	0	0.00%	42.50	2	100.00%
TOOLS-HAND PUNCH SET	0.00	0	0.00%	0.00	50.00	1	0.02%	50.00	0.00	0	0.00%	50.00	1	100.00%
TOOLS-HAND RACTHET/WRENCH SET	0.00	0	0.00%	0.00	35.00	2	0.01%	17.50	0.00	0	0.00%	35.00	2	100.00%
TOOLS-HAND RAMPS	0.00	0	0.00%	0.00	10.00	1	0.00%	10.00	10.00	1	100.00%	0.00	0	0.00%
TOOLS-HAND RATCHET	60.00	1	0.04%	60.00	250.00	13	0.08%	19.23	100.00	7	40.00%	150.00	6	60.00%
TOOLS-HAND RATCHET SET	30.00	3	0.02%	10.00	20.00	2	0.01%	10.00	10.00	1	5.13%	185.00	4	94.87%
TOOLS-HAND RATCHET/ SOCKET SET	0.00	0	0.00%	0.00	60.00	1	0.02%	60.00	0.00	0	0.00%	80.00	2	100.00%

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FRAZIER'S PAWN SHOP
922 N. QUEEN ST
MARTINSBURG, WV 25401
(304) 263-8511

Date: 03/06/2019 10:33:20 AM

Type	Buy\$	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
TOOLS-HAND REAMER SET	0.00	0	0.00%	0.00	50.00	1	0.02%	50.00	0.00	0	0.00%	50.00	1	100.00%
TOOLS-HAND RING PLIER KIT	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND ROUTER BIT	0.00	0	0.00%	0.00	5.00	1	0.00%	5.00	0.00	0	0.00%	5.00	1	100.00%
TOOLS-HAND ROUTER BIT SET	0.00	0	0.00%	0.00	30.00	2	0.01%	15.00	0.00	0	0.00%	15.00	1	100.00%
TOOLS-HAND ROUTING ATTACHMENT	0.00	0	0.00%	0.00	25.00	1	0.01%	25.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND SANDER	0.00	0	0.00%	0.00	0.00	1	0.00%	0.00	0.00	0	0.00%	10.00	2	100.00%
TOOLS-HAND SAW BLADES	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND SCRAPER	0.00	0	0.00%	0.00	5.00	1	0.00%	5.00	5.00	1	100.00%	0.00	0	0.00%
TOOLS-HAND SERPENTINE BELT TOOL	0.00	0	0.00%	0.00	20.00	1	0.01%	20.00	20.00	1	100.00%	0.00	0	0.00%
TOOLS-HAND SHOVEL	10.00	2	0.01%	5.00	5.00	1	0.00%	5.00	0.00	0	0.00%	5.00	1	100.00%
TOOLS-HAND SLEDGE HAMMER	3.00	1	0.00%	3.00	8.00	1	0.00%	8.00	0.00	0	0.00%	8.00	1	100.00%
TOOLS-HAND SOCKET	5.00	1	0.00%	5.00	50.00	5	0.02%	10.00	20.00	3	50.00%	20.00	1	50.00%
TOOLS-HAND SOCKET SET	38.00	4	0.03%	9.50	337.00	21	0.11%	16.04	110.00	10	26.38%	307.00	17	73.62%
TOOLS-HAND SOCKET WRENCH SET	50.00	1	0.04%	50.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND SPOKESHAVE	65.00	2	0.05%	32.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND SPRING COMPRESSOR	85.00	1	0.06%	85.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND STAPLER	0.00	0	0.00%	0.00	8.00	1	0.00%	8.00	0.00	0	0.00%	8.00	1	100.00%
TOOLS-HAND T-HANDLE	0.00	0	0.00%	0.00	5.00	2	0.00%	2.50	0.00	0	0.00%	5.00	2	100.00%
TOOLS-HAND T-SQUARE	0.00	0	0.00%	0.00	4.00	1	0.00%	4.00	0.00	0	0.00%	4.00	1	100.00%
TOOLS-HAND TAP & DIE SET	0.00	0	0.00%	0.00	70.00	2	0.02%	35.00	0.00	0	0.00%	92.50	4	100.00%
TOOLS-HAND TAPE	3.50	1	0.00%	3.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND TAPE MEASURE	4.00	1	0.00%	4.00	8.00	1	0.00%	8.00	0.00	0	0.00%	8.00	1	100.00%
TOOLS-HAND TEMP. INSTRUMENT	0.00	0	0.00%	0.00	40.00	1	0.01%	40.00	0.00	0	0.00%	40.00	1	100.00%
TOOLS-HAND TOOL BAG	0.00	0	0.00%	0.00	65.00	4	0.02%	16.25	20.00	2	23.53%	65.00	4	76.47%
TOOLS-HAND TOOL BELT	0.00	0	0.00%	0.00	8.00	2	0.00%	4.00	10.00	2	30.30%	23.00	2	69.70%
TOOLS-HAND TOOL BOX	50.00	3	0.04%	16.66	362.50	13	0.12%	27.88	220.00	8	60.69%	142.50	5	39.31%
TOOLS-HAND TOOL BOX / SET	0.00	0	0.00%	0.00	65.00	2	0.02%	32.50	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND TOOL CART	15.00	1	0.01%	15.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND TOOL CHEST	0.00	0	0.00%	0.00	90.00	3	0.03%	30.00	25.00	1	50.00%	25.00	1	50.00%
TOOLS-HAND TOOL DESK CART	15.00	1	0.01%	15.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND TOOL KIT	0.00	0	0.00%	0.00	8.00	1	0.00%	8.00	5.00	1	38.46%	8.00	1	61.54%

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(304) 263-8511

Date: 03/06/2019 10:33:20 AM

Type	Buys	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
TOOLS-HAND TOOL SET	0.00	0	0.00%	0.00	215.00	10	0.07%	21.50	75.00	3	51.72%	70.00	3	48.28%
TOOLS-HAND TOOLS/MISC	0.00	0	0.00%	0.00	5.00	1	0.00%	5.00	0.00	0	0.00%	5.00	1	100.00%
TOOLS-HAND TORK SOCKET SET	0.00	0	0.00%	0.00	35.00	1	0.01%	35.00	0.00	0	0.00%	35.00	1	100.00%
TOOLS-HAND TORQUE WRENCH	82.00	4	0.06%	20.50	320.00	3	0.10%	106.66	50.00	1	25.00%	150.00	1	75.00%
TOOLS-HAND TRANSIT	8.00	1	0.01%	8.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND TRUCK STRAP	0.00	0	0.00%	0.00	51.00	4	0.02%	12.75	0.00	0	0.00%	51.00	4	100.00%
TOOLS-HAND VISE-GRIPS	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND VOLTAGE METER	0.00	0	0.00%	0.00	6.00	1	0.00%	6.00	0.00	0	0.00%	6.00	1	100.00%
TOOLS-HAND WATER PUMP HOLDER	0.00	0	0.00%	0.00	5.00	1	0.00%	5.00	0.00	0	0.00%	5.00	1	100.00%
TOOLS-HAND WELDING HELMET	25.00	1	0.02%	25.00	40.00	2	0.01%	20.00	0.00	0	0.00%	40.00	2	100.00%
TOOLS-HAND WORK HORSE	0.00	0	0.00%	0.00	10.00	2	0.00%	5.00	10.00	2	100.00%	0.00	0	0.00%
TOOLS-HAND WORKBENCH	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-HAND WRENCH	35.00	1	0.03%	35.00	30.00	4	0.01%	7.50	25.00	2	83.33%	5.00	2	16.67%
TOOLS-HAND WRENCH SET	23.00	4	0.02%	5.75	20.00	4	0.01%	5.00	15.00	3	33.33%	30.00	2	66.67%
TOOLS-POWER	0.00	0	0.00%	0.00	0.00	7	0.00%	0.00	0.00	6	0.00%	0.00	1	0.00%
TOOLS-POWER AIR COMPRESSOR	30.00	1	0.02%	30.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER ANGLE-DRILL	30.00	1	0.02%	30.00	35.00	1	0.01%	35.00	35.00	1	100.00%	0.00	0	0.00%
TOOLS-POWER ANGLE-GRINDER	12.50	1	0.01%	12.50	0.00	2	0.00%	0.00	0.00	1	0.00%	0.00	0	0.00%
TOOLS-POWER BAND SAW	0.00	0	0.00%	0.00	50.00	2	0.02%	25.00	50.00	1	100.00%	0.00	1	0.00%
TOOLS-POWER BATT. CHG / RADIO	22.50	1	0.02%	22.50	30.00	1	0.01%	30.00	30.00	1	100.00%	0.00	0	0.00%
TOOLS-POWER BATTERY	45.00	3	0.03%	15.00	35.00	2	0.01%	17.50	0.00	0	0.00%	35.00	2	100.00%
TOOLS-POWER BATTERY CHARGER	80.00	4	0.06%	20.00	80.00	9	0.03%	8.88	15.00	4	23.08%	50.00	2	76.92%
TOOLS-POWER BATTERY/CHARGER	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER BELT SANDER	0.00	0	0.00%	0.00	35.00	2	0.01%	17.50	0.00	0	0.00%	15.00	1	100.00%
TOOLS-POWER BENCH GRINDER	20.00	1	0.01%	20.00	0.00	0	0.00%	0.00	0.00	0	0.00%	15.00	1	100.00%
TOOLS-POWER BLOWER	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER BRAD NAILER	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	30.00	1	100.00%
TOOLS-POWER BUFFER	0.00	0	0.00%	0.00	5.00	1	0.00%	5.00	5.00	1	100.00%	0.00	0	0.00%
TOOLS-POWER CHARGER	0.00	1	0.00%	0.00	0.00	1	0.00%	0.00	0.00	1	0.00%	0.00	0	0.00%
TOOLS-POWER CIRCUIT TESTER	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	40.00	1	100.00%
TOOLS-POWER CIRCULAR SAW	173.00	14	0.13%	12.35	208.50	20	0.07%	10.42	62.50	9	24.18%	196.00	14	75.82%

FRAZIER'S PAWN SHOP using PawnMaster®

Analysis Report from 01/01/2018 to 12/31/2018
Part 4 of 5

FRAZIER'S PAWN SHOP
922 N. QUEEN ST
MARTINSBURG, WV 25401
(304) 263-8511

Date: 03/06/2019 10:33:20 AM

Type	Buys	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
TOOLS-POWER COMBO KIT	215.00	2	0.16%	107.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER COMPACT PRESS	0.00	0	0.00%	0.00	260.00	1	0.08%	260.00	260.00	1	100.00%	0.00	0	0.00%
TOOLS-POWER COMPOUND MITER	0.00	0	0.00%	0.00	170.00	2	0.05%	85.00	100.00	1	100.00%	0.00	0	0.00%
TOOLS-POWER CONCRETE SAW	0.00	0	0.00%	0.00	225.00	2	0.07%	112.50	0.00	0	0.00%	225.00	2	100.00%
TOOLS-POWER CORDLESS CIRC SAW	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER CUT OFF SAW	0.00	0	0.00%	0.00	75.00	1	0.02%	75.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER CUT OFF TOOL	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER DREMEL TOOL	17.50	1	0.01%	17.50	10.00	1	0.00%	10.00	0.00	0	0.00%	10.00	1	100.00%
TOOLS-POWER DRILL	332.00	15	0.24%	22.13	1,671.25	67	0.53%	24.94	887.00	33	52.86%	791.00	35	47.14%
TOOLS-POWER DRILL / CHARGER	5.00	1	0.00%	5.00	50.00	1	0.02%	50.00	50.00	1	100.00%	0.00	0	0.00%
TOOLS-POWER DRILL / SAW COMBO	0.00	0	0.00%	0.00	25.00	1	0.01%	25.00	0.00	0	0.00%	25.00	1	100.00%
TOOLS-POWER DRILL COMBO	95.00	3	0.07%	31.66	95.00	3	0.03%	31.66	35.00	2	36.84%	60.00	1	63.16%
TOOLS-POWER DRILL DRIVER	30.00	2	0.02%	15.00	315.00	13	0.10%	24.23	180.00	7	56.25%	140.00	6	43.75%
TOOLS-POWER DRILL PRESS	25.00	1	0.02%	25.00	115.00	3	0.04%	38.33	60.00	1	75.00%	20.00	1	25.00%
TOOLS-POWER DRILL SET	0.00	0	0.00%	0.00	125.00	1	0.04%	125.00	125.00	1	100.00%	0.00	0	0.00%
TOOLS-POWER DUAL SAW	35.00	1	0.03%	35.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER FLASHLIGHT	0.00	1	0.00%	0.00	0.00	9	0.00%	0.00	0.00	4	0.00%	0.00	4	0.00%
TOOLS-POWER FLOOD LIGHT	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER FLOOR JACK	0.00	0	0.00%	0.00	20.00	1	0.01%	20.00	0.00	0	0.00%	20.00	1	100.00%
TOOLS-POWER GENERATOR	120.00	3	0.09%	40.00	1,025.00	8	0.33%	128.12	500.00	4	49.26%	515.00	6	50.74%
TOOLS-POWER GREASE GUN	0.00	0	0.00%	0.00	40.00	1	0.01%	40.00	40.00	1	100.00%	0.00	0	0.00%
TOOLS-POWER GRINDER	45.00	2	0.03%	22.50	259.00	11	0.08%	23.54	114.00	7	38.78%	180.00	5	61.22%
TOOLS-POWER HACKSAW	0.00	0	0.00%	0.00	20.00	4	0.01%	5.00	10.00	1	50.00%	10.00	2	50.00%
TOOLS-POWER HACKZALL	0.00	0	0.00%	0.00	200.00	1	0.06%	200.00	200.00	1	100.00%	0.00	0	0.00%
TOOLS-POWER HAMMER DRILL	225.00	5	0.16%	45.00	140.00	7	0.04%	20.00	85.00	4	60.71%	55.00	4	39.29%
TOOLS-POWER	80.00	1	0.06%	80.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER HANDVAC	7.50	1	0.01%	7.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER HEAT GUN	0.00	0	0.00%	0.00	5.00	1	0.00%	5.00	0.00	0	0.00%	5.00	1	100.00%
TOOLS-POWER HEATER	0.00	0	0.00%	0.00	50.00	2	0.02%	25.00	0.00	0	0.00%	50.00	2	100.00%
TOOLS-POWER IMPACT DRILL	295.00	7	0.22%	42.14	716.50	28	0.23%	25.58	380.00	13	47.35%	422.50	15	52.65%
TOOLS-POWER IMPACT DRIVER	40.00	2	0.03%	20.00	405.00	20	0.13%	20.25	100.00	9	23.26%	330.00	11	76.74%

Analysis Report from 01/01/2018 to 12/31/2018

Part 4 of 5

FRAZIER'S PAWN SHOP
922 N. QUEEN ST
MARTINSBURG, WV 25401
(304) 263-8511

Date: 03/06/2019 10:33:20 AM

Type	Buys	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
TOOLS-POWER IMPACT WRENCH	110.00	2	0.08%	55.00	170.00	3	0.05%	56.66	90.00	2	33.33%	180.00	3	66.67%
TOOLS-POWER JIG SAW	50.00	5	0.04%	10.00	82.00	5	0.03%	16.40	12.00	2	9.09%	120.00	3	90.91%
TOOLS-POWER JUMP BOX	0.00	0	0.00%	0.00	87.00	5	0.03%	17.40	62.00	4	55.36%	50.00	3	44.64%
TOOLS-POWER JUMP STARTER	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	45.00	1	100.00%
TOOLS-POWER LIGHT	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER LOG SPLITTER	0.00	0	0.00%	0.00	493.75	2	0.16%	246.87	52.50	1	17.36%	250.00	1	82.64%
TOOLS-POWER MITER BOX SAW	80.00	2	0.06%	40.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER MITER SAW	155.00	4	0.11%	38.75	40.00	2	0.01%	20.00	20.00	1	50.00%	20.00	1	50.00%
TOOLS-POWER MULTI JOB	0.00	0	0.00%	0.00	0.00	1	0.00%	0.00	0.00	0	0.00%	20.00	3	100.00%
TOOLS-POWER MULTI TOOL	15.00	1	0.01%	15.00	15.00	2	0.00%	7.50	0.00	0	0.00%	15.00	2	100.00%
TOOLS-POWER NAILER	175.00	3	0.13%	58.33	0.00	0	0.00%	0.00	0.00	0	0.00%	180.00	2	100.00%
TOOLS-POWER OSCILLATING TOOL	30.00	1	0.02%	30.00	30.50	5	0.01%	6.10	25.50	4	83.61%	5.00	1	16.39%
TOOLS-POWER PAINT SPRAYER	0.00	0	0.00%	0.00	120.00	2	0.04%	60.00	195.00	3	100.00%	0.00	0	0.00%
TOOLS-POWER PLANER	45.00	1	0.03%	45.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER POWER TOOL SET	100.00	1	0.07%	100.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER PRESSURE WASHER	185.00	5	0.14%	37.00	2,025.00	18	0.64%	112.50	830.00	7	57.44%	615.00	8	42.56%
TOOLS-POWER PRESSURE WASHER	80.00	1	0.06%	80.00	50.00	1	0.02%	50.00	50.00	1	100.00%	0.00	0	0.00%
TOOLS-POWER PUMP	20.00	1	0.01%	20.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER RADIO	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	25.00	1	100.00%
TOOLS-POWER RAZOR SAW	0.00	0	0.00%	0.00	20.00	2	0.01%	10.00	20.00	2	100.00%	0.00	0	0.00%
TOOLS-POWER RECIPROCAL SAW	97.50	7	0.07%	13.92	632.00	28	0.20%	22.57	215.00	12	35.13%	397.00	19	64.87%
TOOLS-POWER RIGHT ANGLE DRILL	0.00	0	0.00%	0.00	220.00	8	0.07%	27.50	120.00	5	54.55%	100.00	3	45.45%
TOOLS-POWER ROTARY HAMMER	105.00	2	0.08%	52.50	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER ROTARY HAMMER	0.00	0	0.00%	0.00	122.19	2	0.04%	61.09	47.19	1	38.62%	75.00	1	61.38%
TOOLS-POWER ROTARY TOOL	5.00	1	0.00%	5.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER ROTO ZIP	0.00	0	0.00%	0.00	15.00	1	0.00%	15.00	15.00	1	100.00%	0.00	0	0.00%
TOOLS-POWER ROUTER	95.00	6	0.07%	15.83	50.00	2	0.02%	25.00	25.00	1	71.43%	10.00	1	28.57%
TOOLS-POWER ROUTER BITS	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER ROUTER TABLE	10.00	1	0.01%	10.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER SABRE SAW	25.00	1	0.02%	25.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER SALAMANDER	0.00	0	0.00%	0.00	410.00	4	0.13%	102.50	200.00	2	60.61%	130.00	2	39.39%

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FRAZIER'S PAWN SHOP using PawnMaster®

US00000409

Analysis Report from 01/01/2018 to 12/31/2018
Part 4 of 5

FRAZIER'S PAWN SHOP
922 N. QUEEN ST
MARTINSBURG, WV 25401
(304) 263-8511

Date: 03/06/2019 10:33:20 AM

Type	Buys	Qty	%Tot	Average	Pawns	Qty	%Tot	Average	Redeems	Qty	Ratio	Defaults	Qty	Ratio
TOOLS-POWER SANDER	17.00	2	0.01%	8.50	33.50	9	0.01%	3.72	0.00	3	0.00%	38.50	8	100.00%
TOOLS-POWER SAWZALL	0.00	0	0.00%	0.00	15.00	1	0.00%	15.00	15.00	1	100.00%	0.00	0	0.00%
TOOLS-POWER SCANNER	600.00	1	0.44%	600.00	500.00	2	0.16%	250.00	250.00	1	50.00%	250.00	1	50.00%
TOOLS-POWER SCROLL SAW	0.00	0	0.00%	0.00	30.00	1	0.01%	30.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER SHOP VAC	25.00	1	0.02%	25.00	120.00	7	0.04%	17.14	50.00	3	47.62%	55.00	3	52.38%
TOOLS-POWER SNAKE	0.00	0	0.00%	0.00	540.00	5	0.17%	108.00	470.00	4	87.04%	70.00	1	12.96%
TOOLS-POWER TABLE SAW	15.00	1	0.01%	15.00	110.00	2	0.03%	55.00	110.00	2	100.00%	0.00	0	0.00%
TOOLS-POWER TILE SAW	20.00	1	0.01%	20.00	36.00	2	0.01%	18.00	36.00	2	59.02%	25.00	1	40.98%
TOOLS-POWER TOOL KIT	220.00	1	0.16%	220.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER TORCH	0.00	0	0.00%	0.00	20.00	1	0.01%	20.00	0.00	0	0.00%	20.00	1	100.00%
TOOLS-POWER TRASH PUMP	0.00	0	0.00%	0.00	100.00	1	0.03%	100.00	35.00	1	100.00%	0.00	0	0.00%
TOOLS-POWER TROWEL MACHINE	0.00	0	0.00%	0.00	400.00	1	0.13%	400.00	0.00	0	0.00%	400.00	1	100.00%
TOOLS-POWER VAC	0.00	1	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0	0.00%
TOOLS-POWER VACUUM CLEANER	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	1	0.00%
TOOLS-POWER WELDER	100.00	2	0.07%	50.00	260.00	3	0.08%	86.66	295.00	3	74.68%	100.00	2	25.32%
TOOLS-POWER WELDING HELMET	0.00	0	0.00%	0.00	80.00	2	0.03%	40.00	40.00	1	50.00%	40.00	1	50.00%
TOOLS-POWER WET TILE SAW	0.00	0	0.00%	0.00	100.00	1	0.03%	100.00	100.00	1	100.00%	0.00	0	0.00%
TOOLS-POWER WORK SPEAKER	0.00	0	0.00%	0.00	20.00	2	0.01%	10.00	10.00	1	50.00%	10.00	1	50.00%
VEHICLES 4 WHEELER	550.00	1	0.40%	550.00	2,750.00	7	0.87%	392.85	1,975.00	7	59.67%	1,335.00	4	40.33%
VEHICLES AUTOMOBILE	0.00	0	0.00%	0.00	450.00	1	0.14%	450.00	450.00	1	100.00%	0.00	0	0.00%
VEHICLES DIRT BIKE	0.00	0	0.00%	0.00	0.00	0	0.00%	0.00	87.50	1	100.00%	0.00	0	0.00%
VEHICLES DUMP TRUCK	0.00	0	0.00%	0.00	21,500.00	4	6.83%	5375.00	22,000.00	4	100.00%	0.00	0	0.00%
VEHICLES GO-KART	410.00	2	0.30%	205.00	0.00	0	0.00%	0.00	0.00	0	0.00%	250.00	1	100.00%
VEHICLES GOLF CART	0.00	0	0.00%	0.00	700.00	1	0.22%	700.00	375.00	1	100.00%	0.00	0	0.00%
VEHICLES MINI BIKE	412.29	2	0.30%	206.14	150.00	1	0.05%	150.00	75.00	1	33.33%	150.00	1	66.67%
VEHICLES MOTORCYCLE	0.00	0	0.00%	0.00	6,490.00	7	2.06%	927.14	4,550.00	4	69.47%	2,000.00	1	30.53%
VEHICLES ROLLER	0.00	0	0.00%	0.00	2,500.00	1	0.79%	2500.00	0.00	0	0.00%	2,500.00	1	100.00%
VEHICLES SCOOTER	350.00	1	0.26%	350.00	0.00	0	0.00%	0.00	200.00	1	100.00%	0.00	0	0.00%
VEHICLES TRUCK	0.00	0	0.00%	0.00	3,040.00	3	0.97%	1013.33	0.00	0	0.00%	0.00	0	0.00%
VEHICLES UTILITY VEHICLE	0.00	0	0.00%	0.00	600.00	1	0.19%	600.00	0.00	0	0.00%	0.00	0	0.00%

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